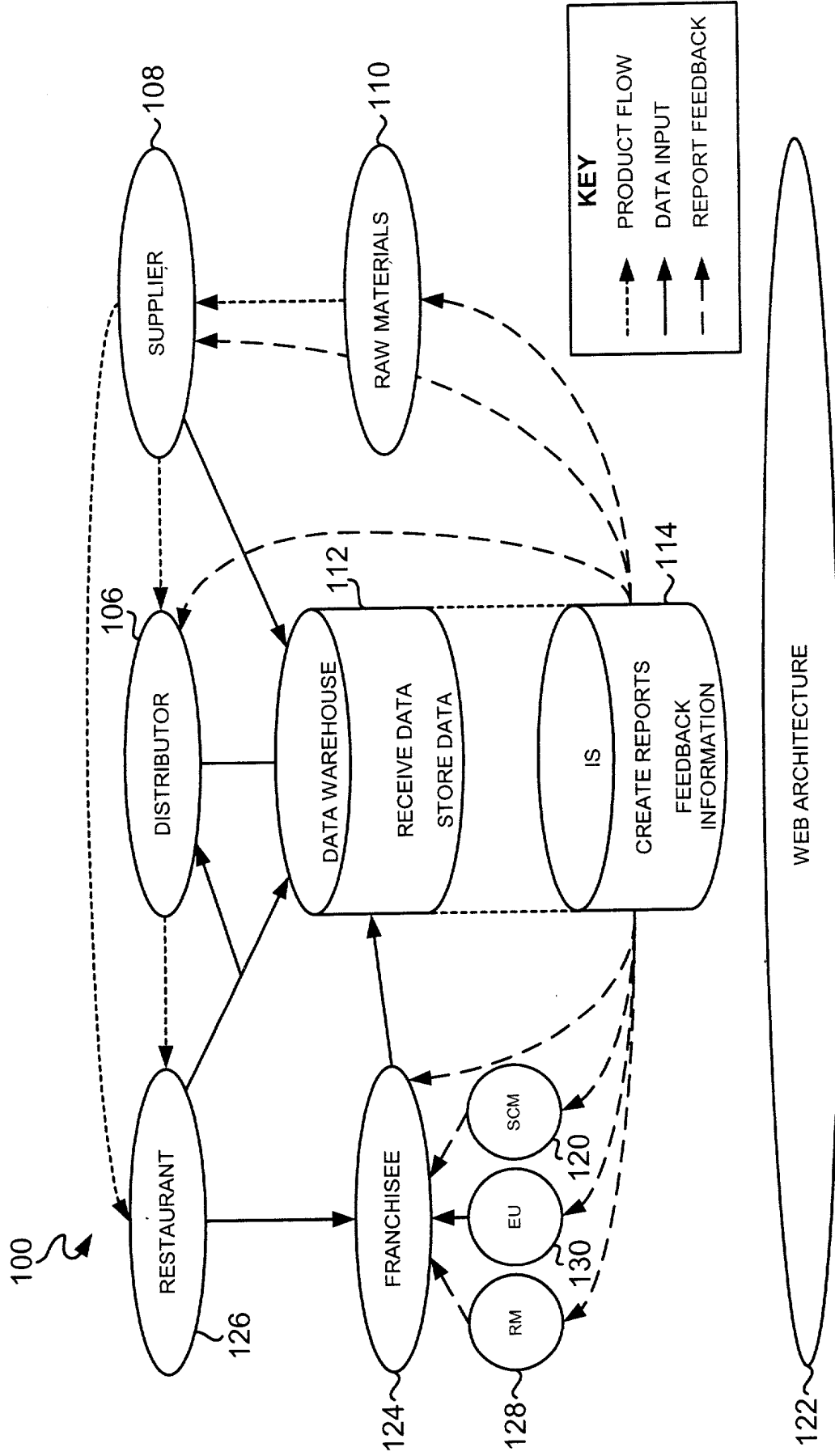
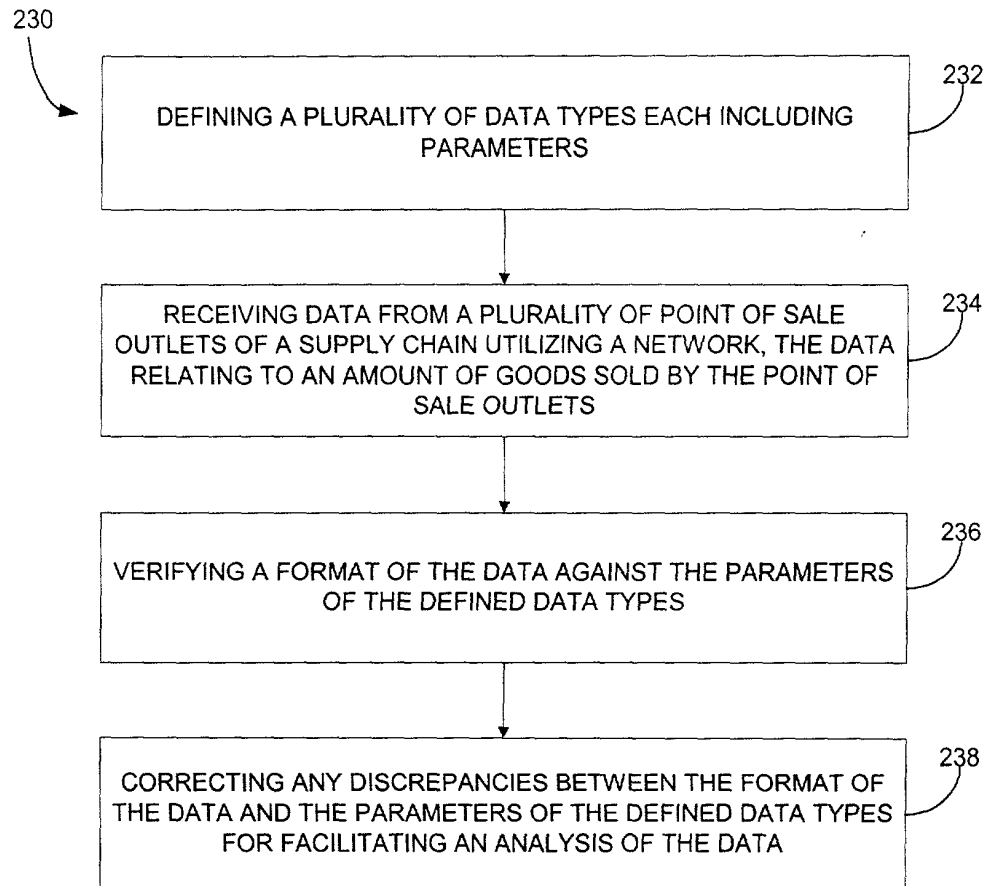


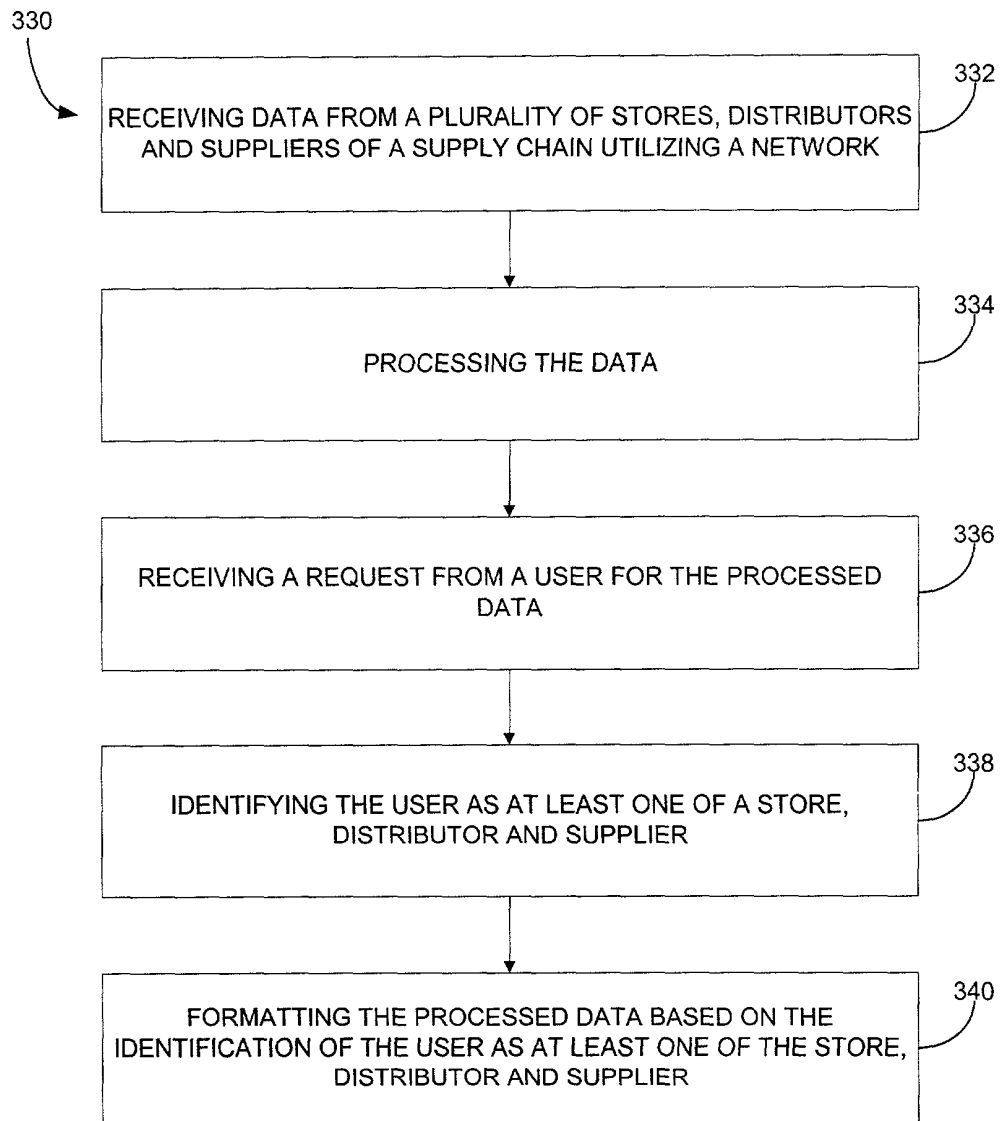
**FIG. 1A**



**FIG. 1B**



**FIG. 2**



**FIG. 3**



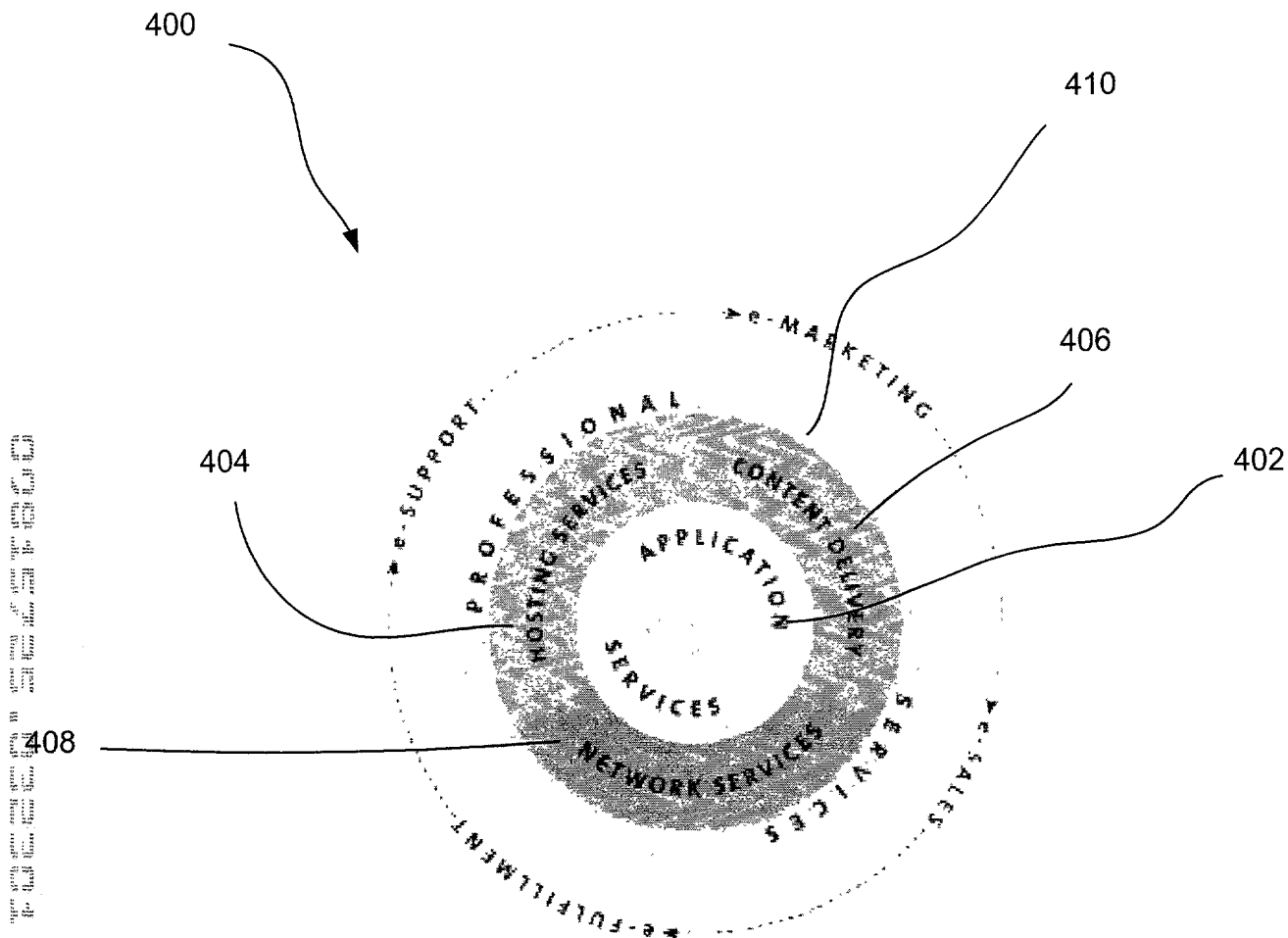
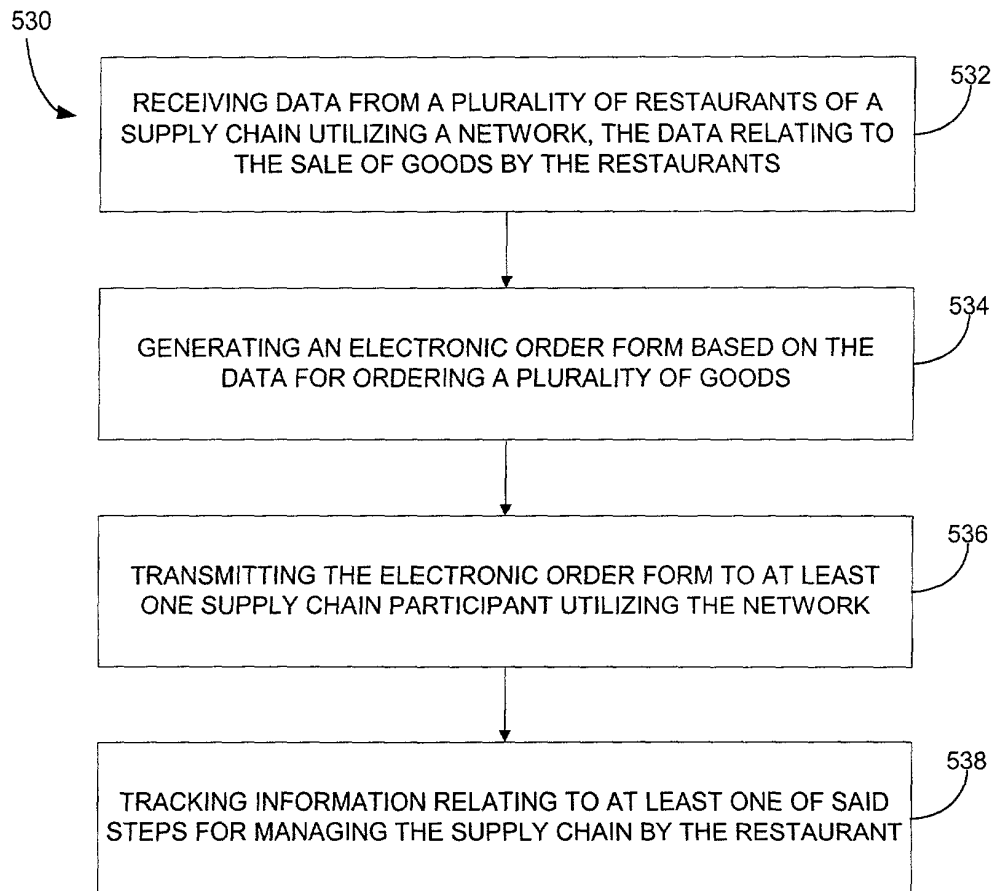
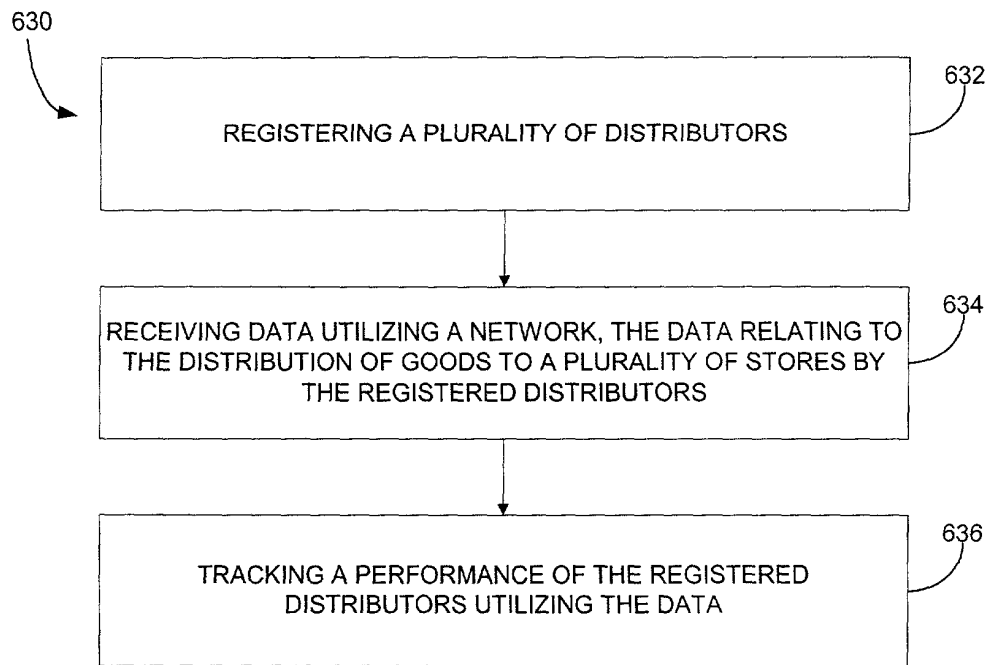


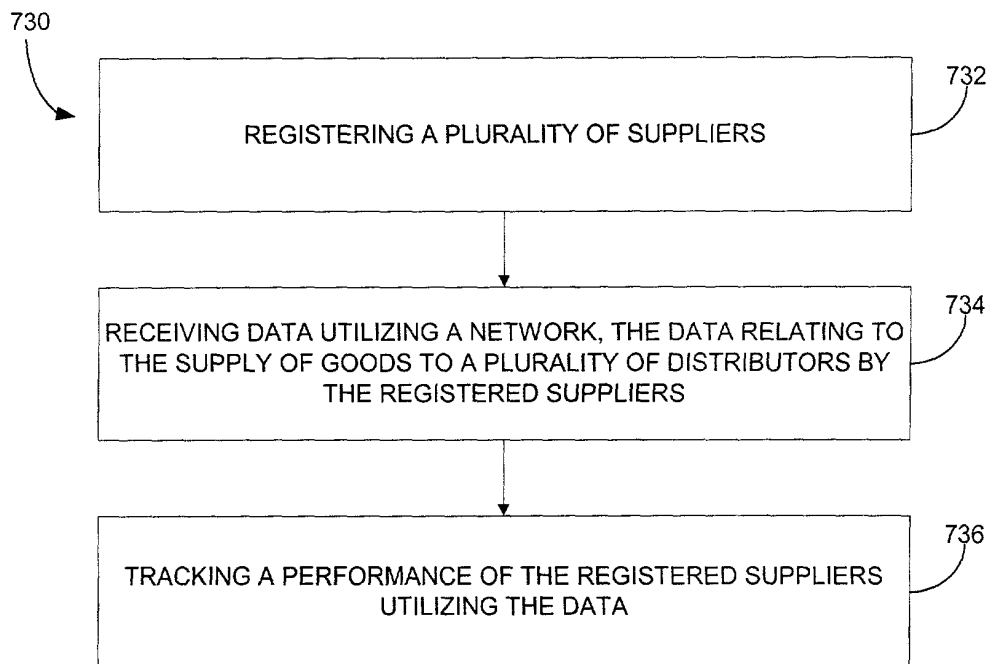
Fig. 4



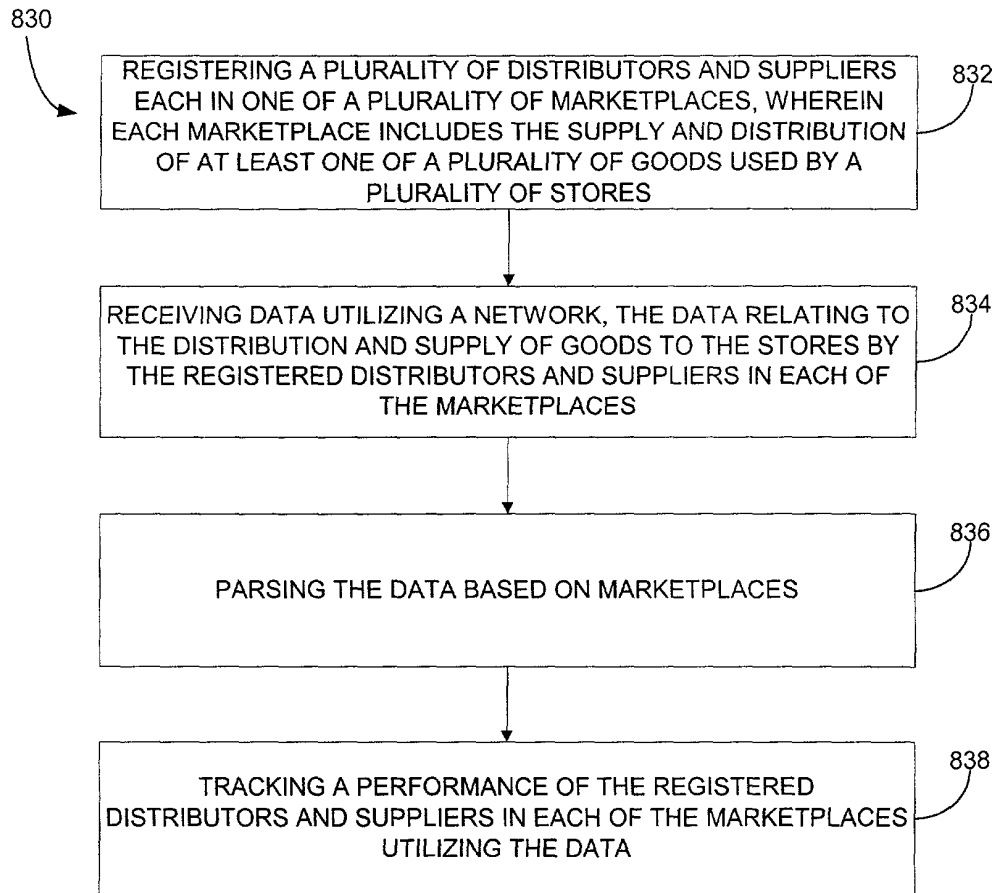
**FIG. 5**



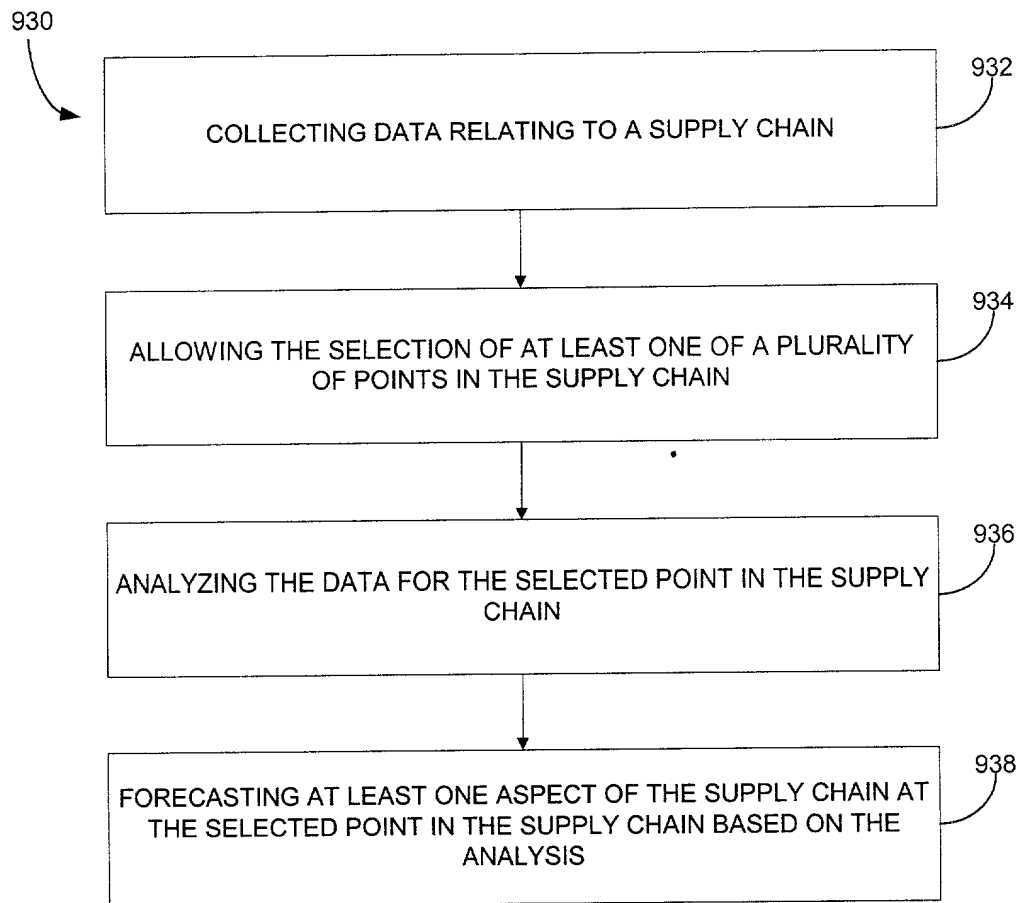
**FIG. 6**



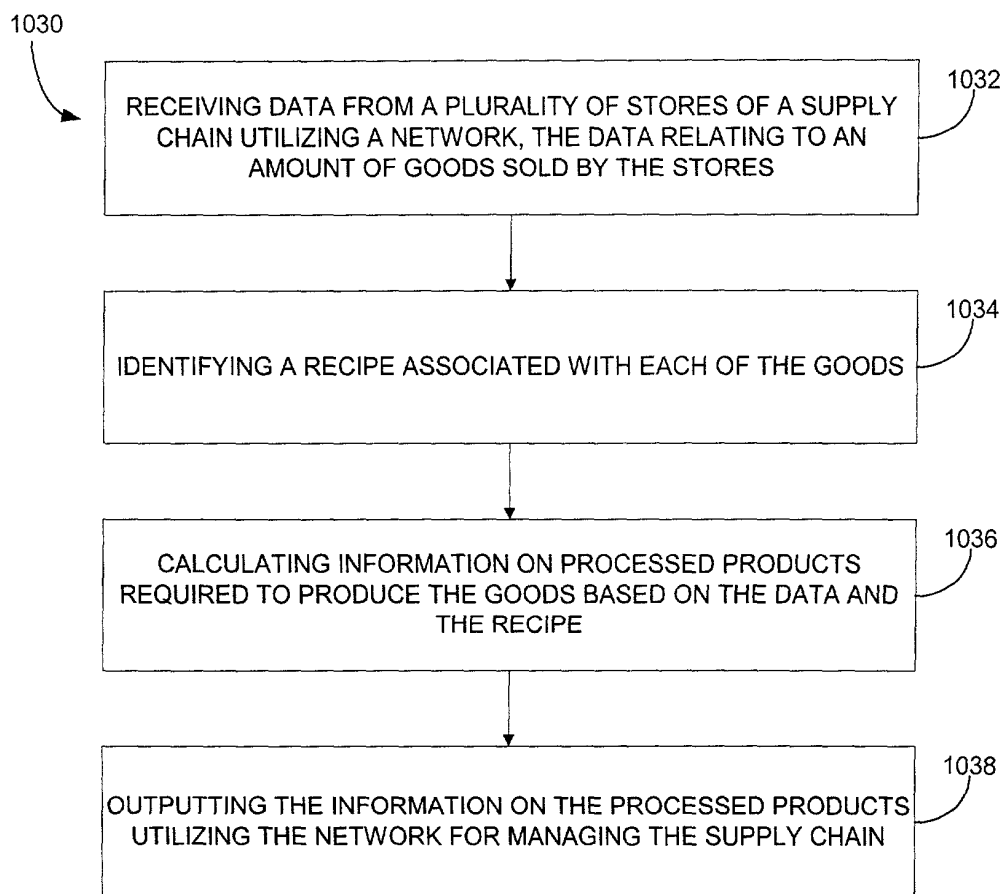
**FIG. 7**



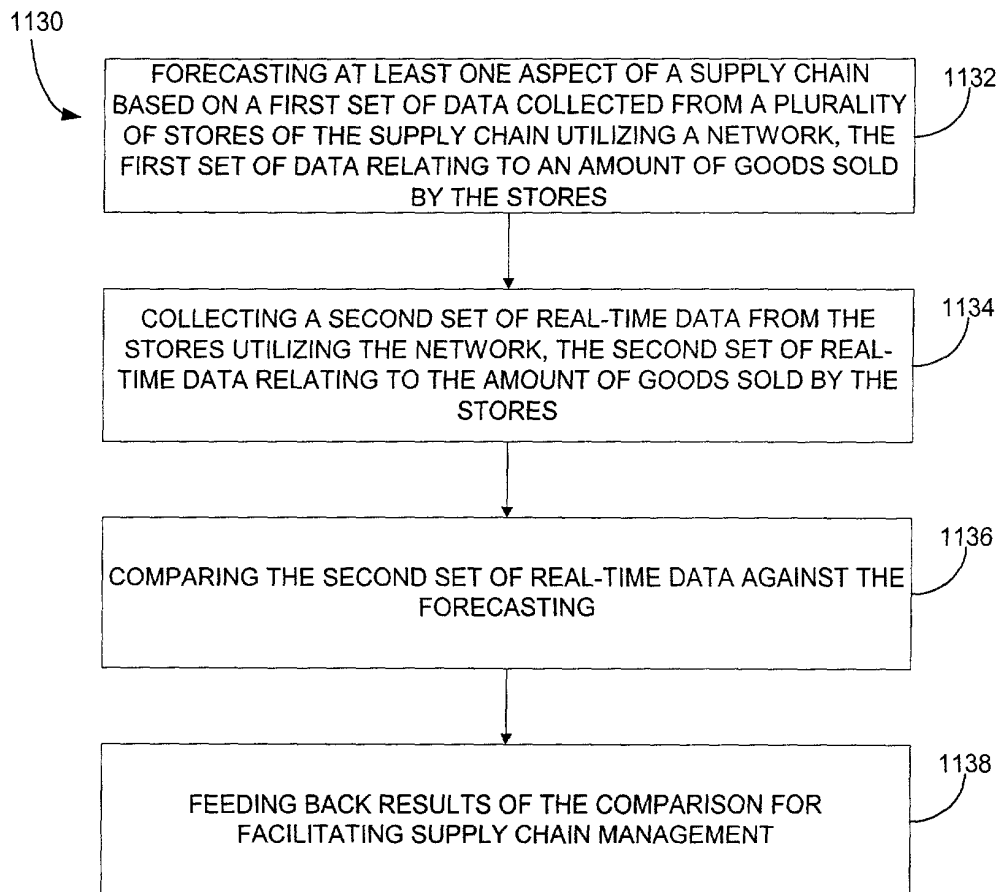
**FIG. 8**



**FIG. 9**



**FIG. 10**



**FIG. 11**



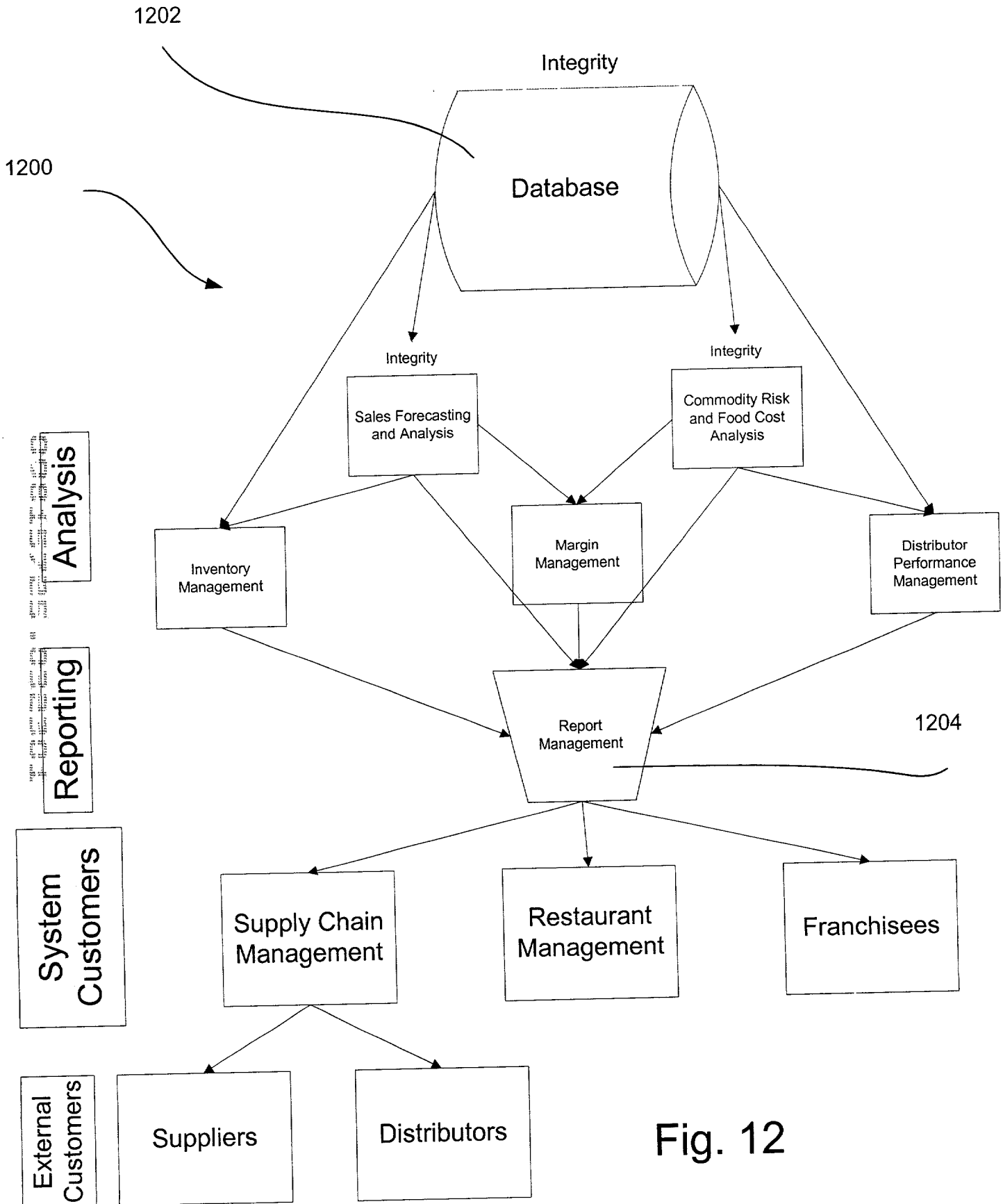
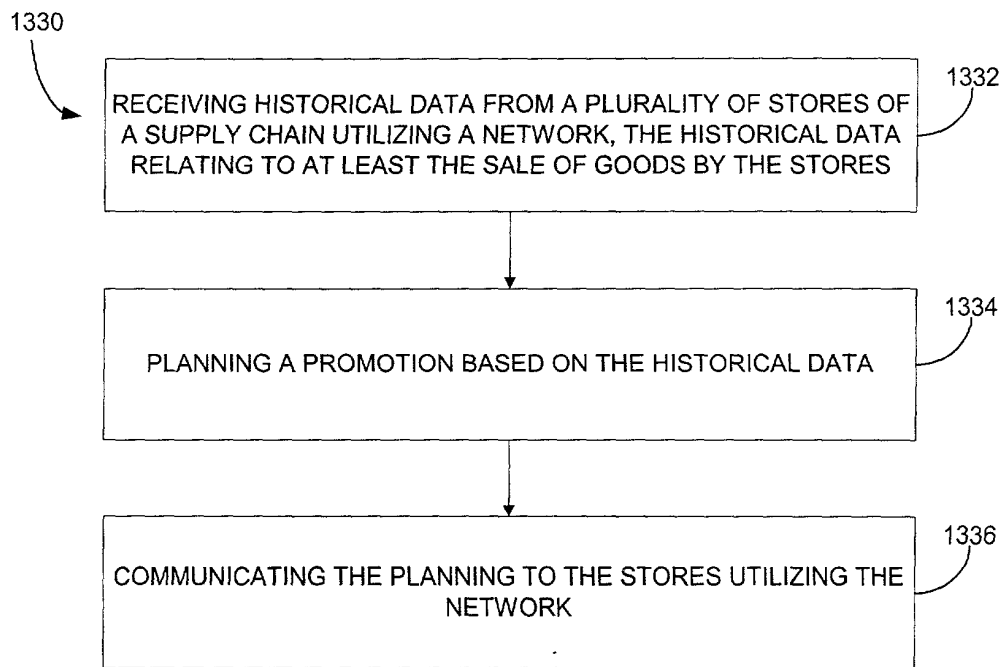
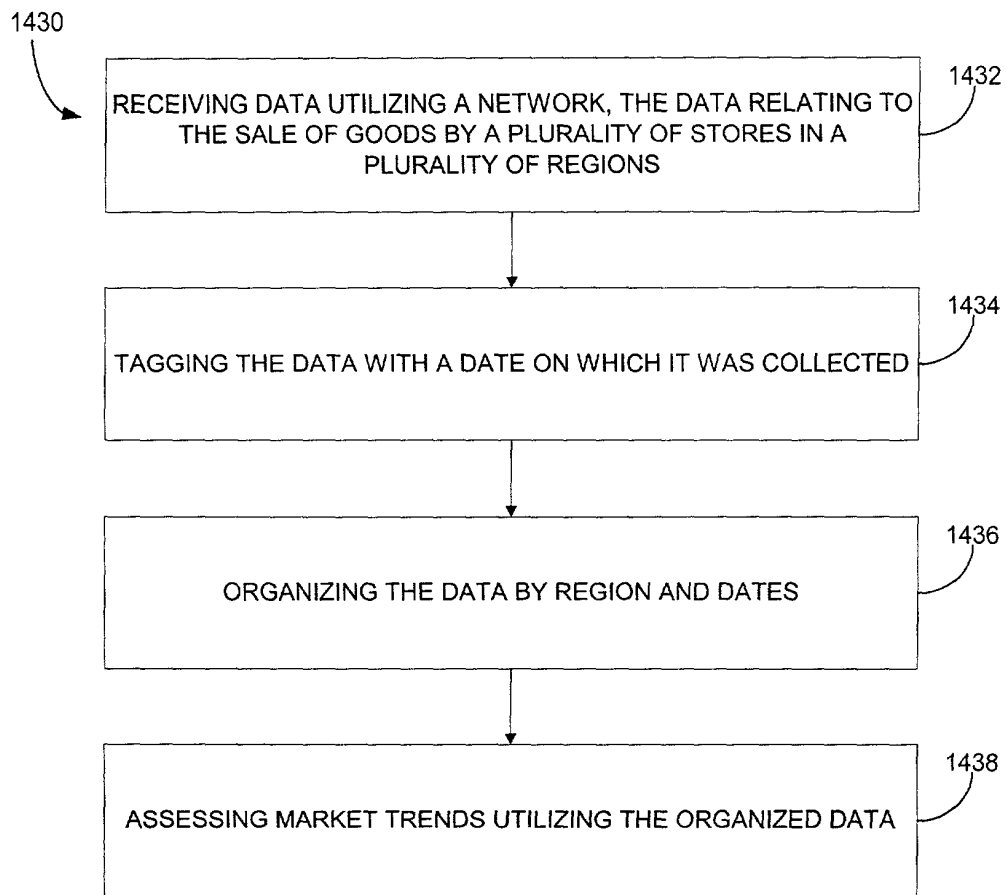


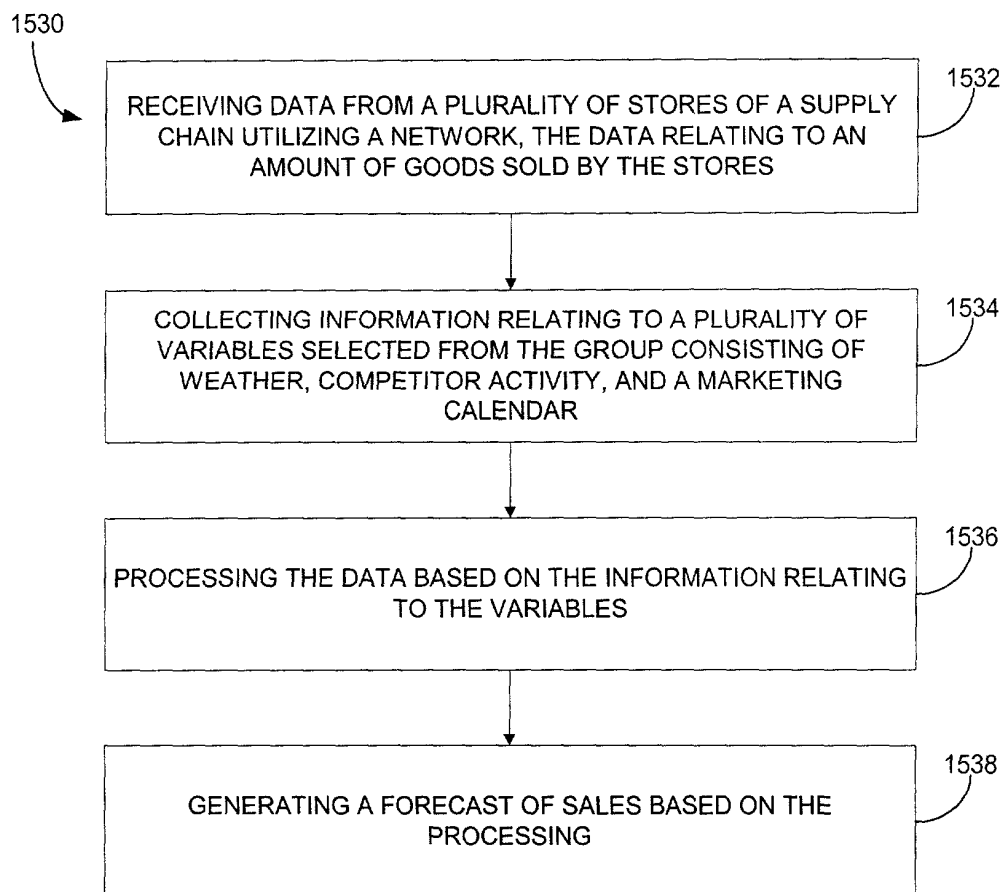
Fig. 12



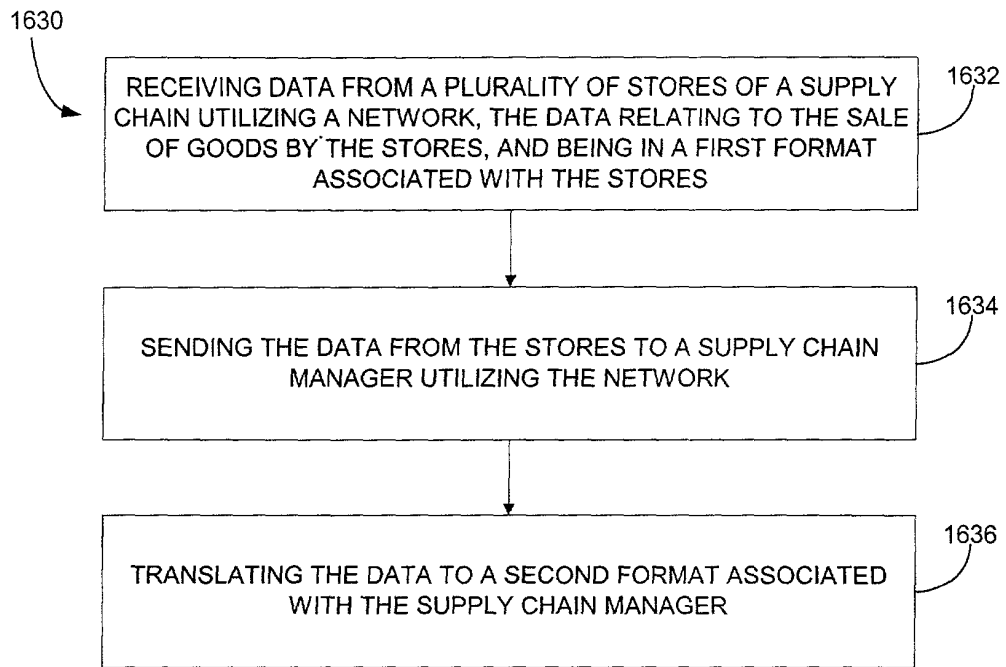
**FIG. 13**



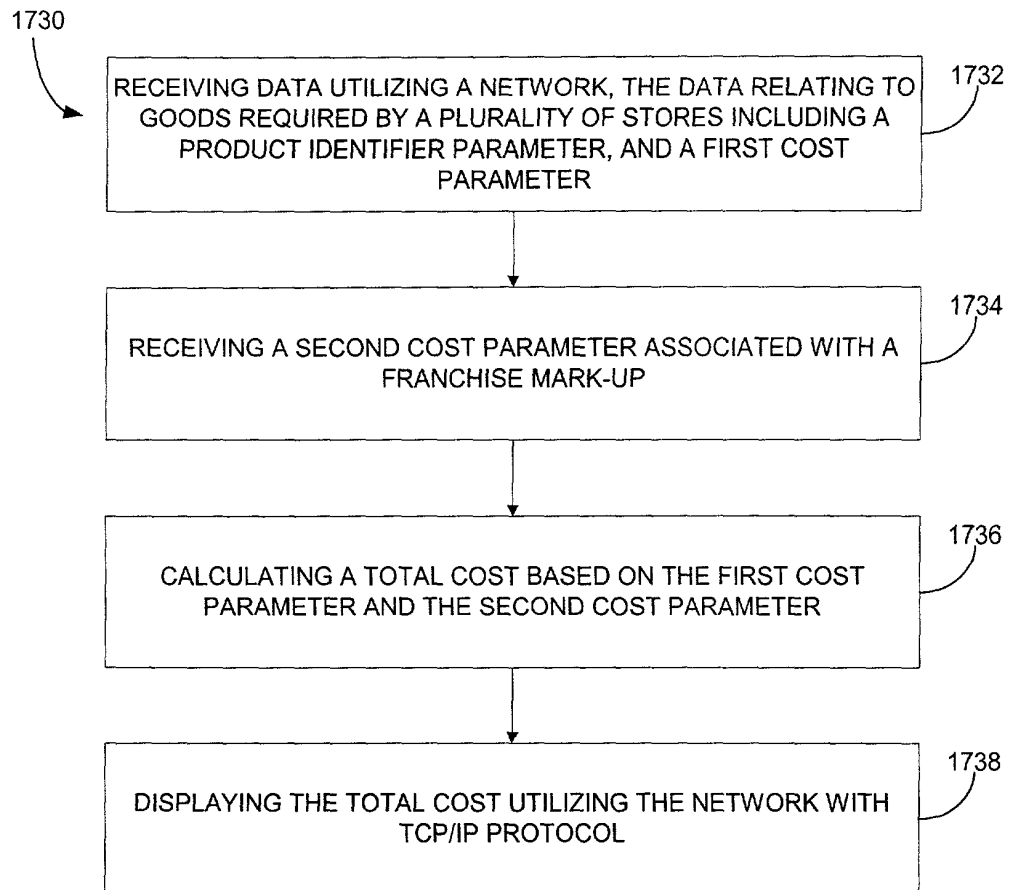
**FIG. 14**



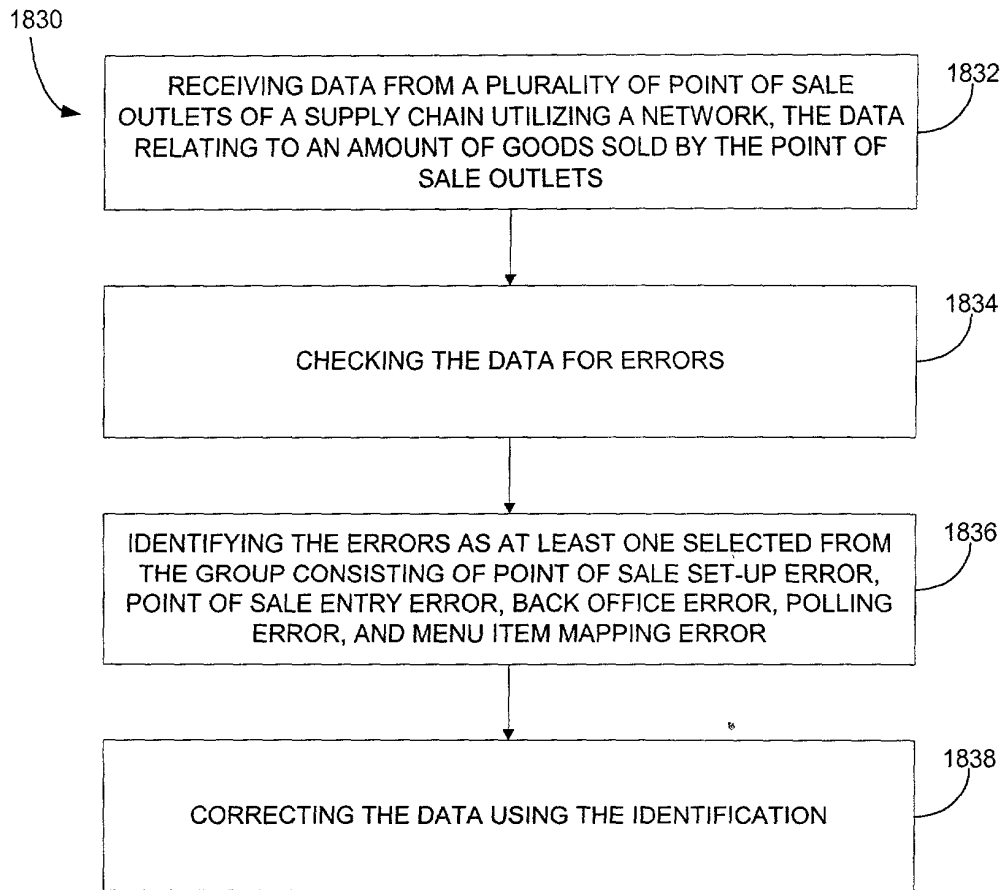
**FIG. 15**



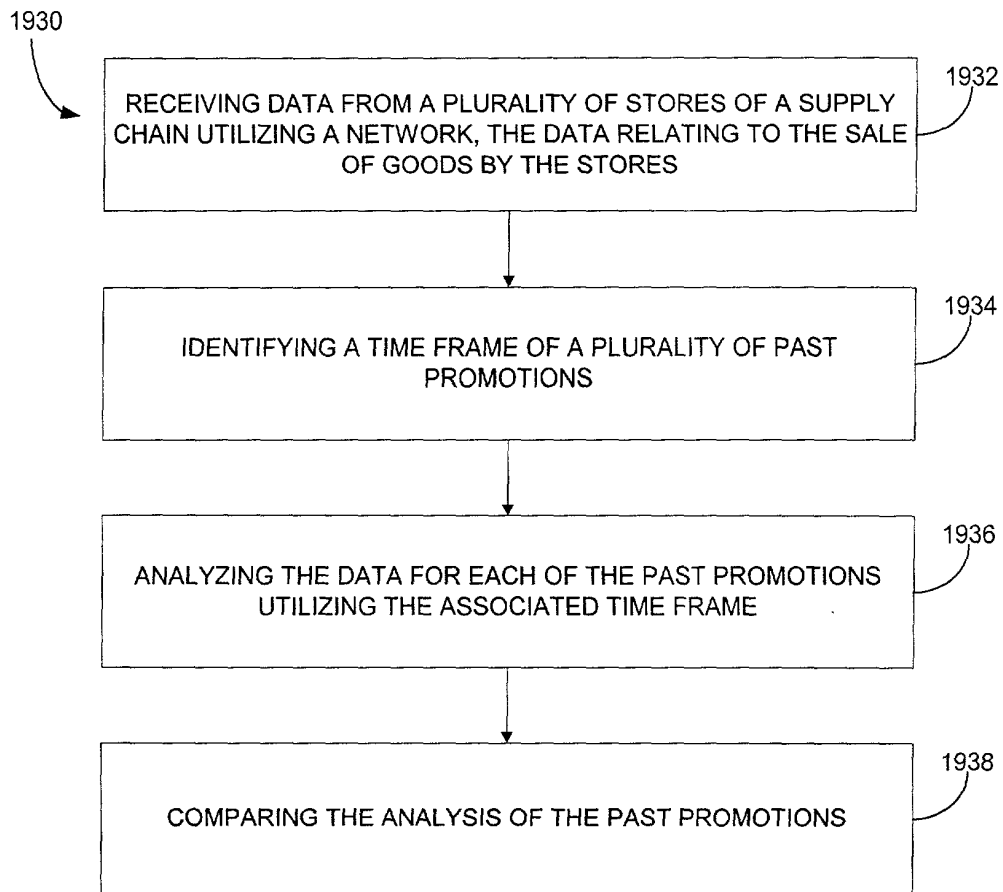
**FIG. 16**



**FIG. 17**



**FIG. 18**



**FIG. 19**



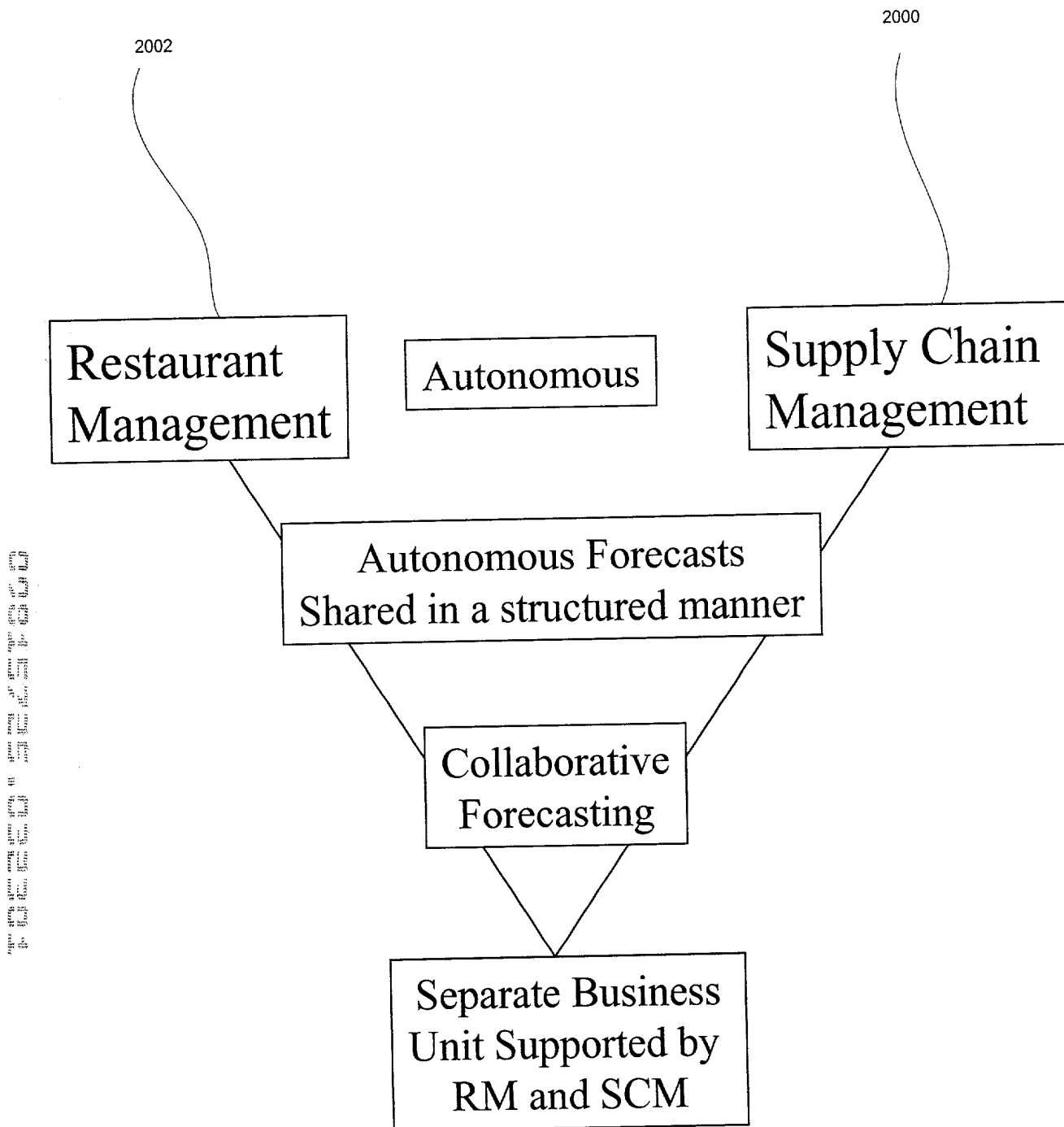


Fig. 20

Figure 21 is a flowchart illustrating the data flow and integration points for a restaurant system. The flowchart shows the flow of data from Restaurants, Suppliers, and Data Users through various integration points (IP) and business processes.

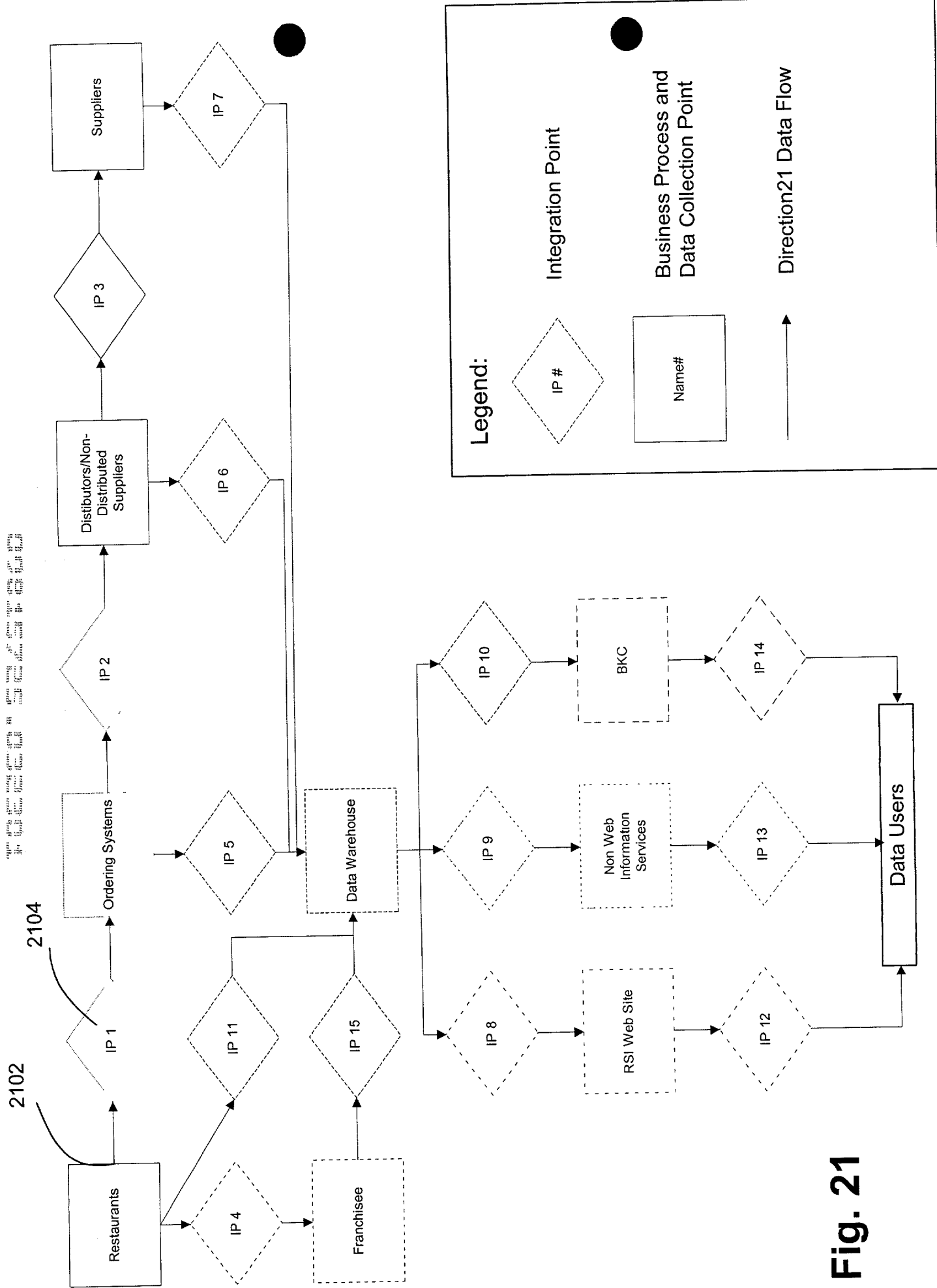


Fig. 21

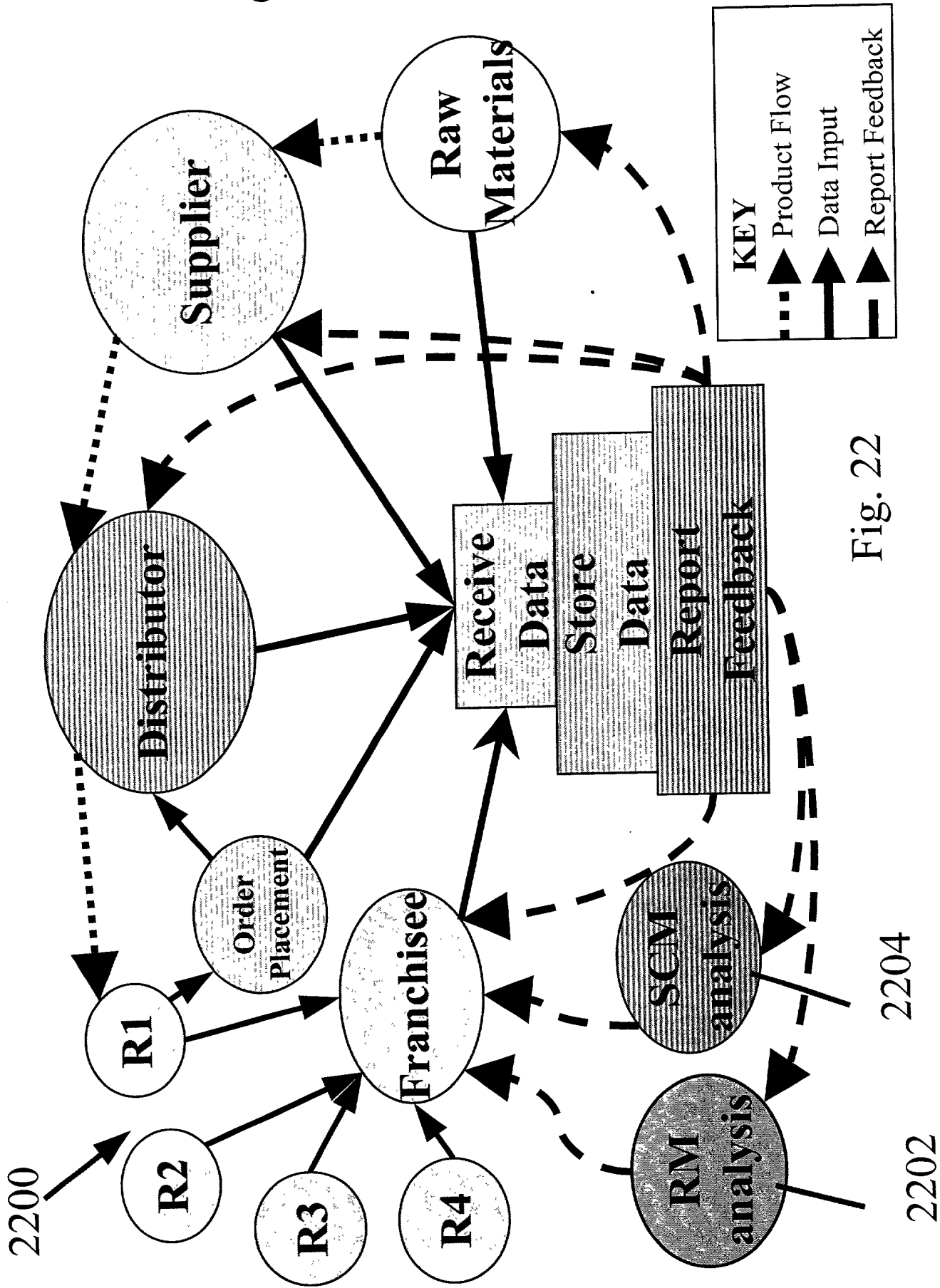
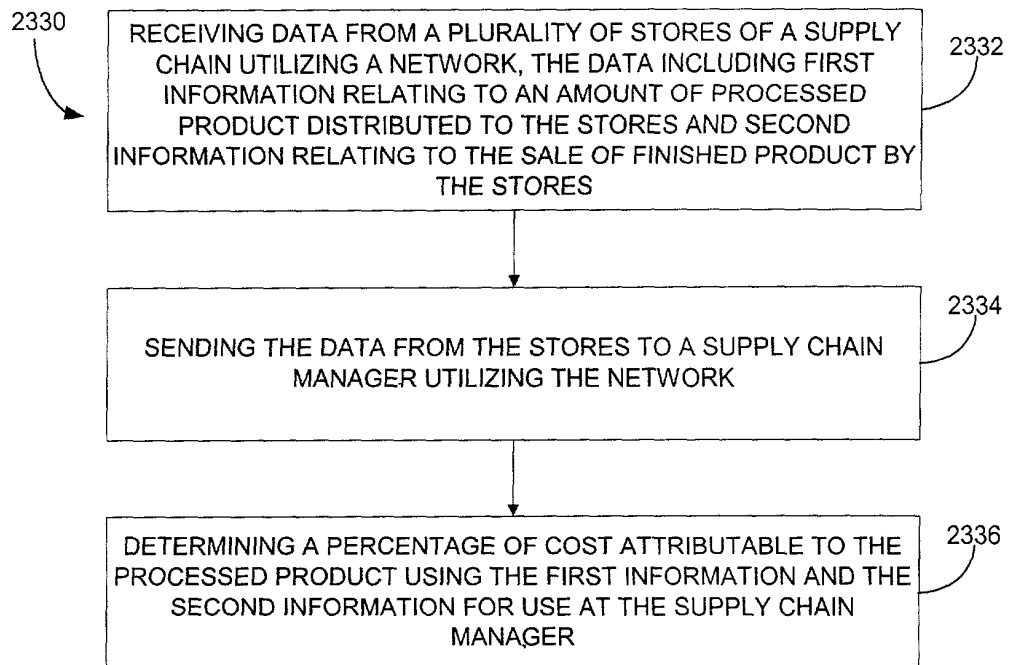


Fig. 22



**FIG. 23**

FIG. 24

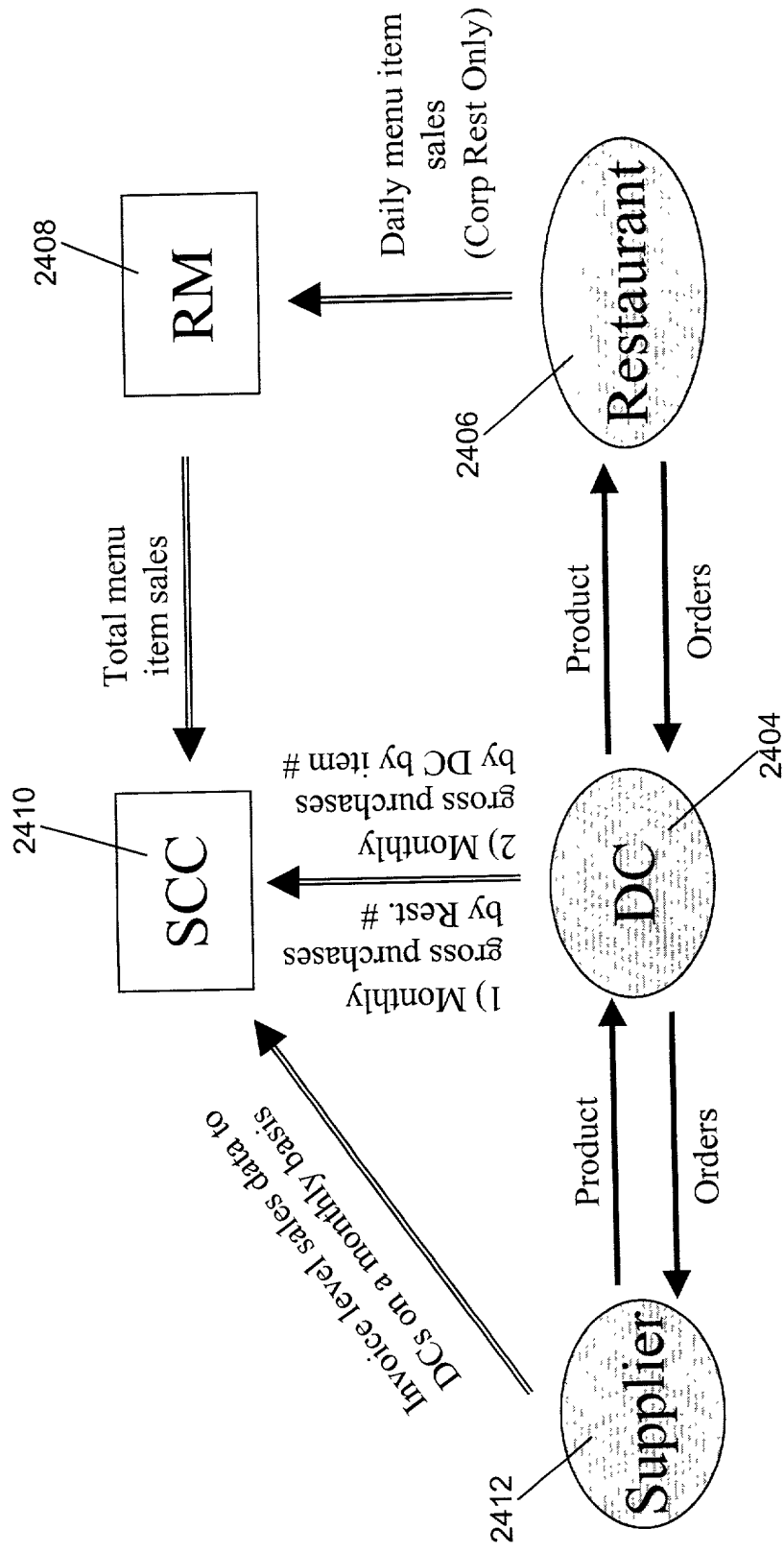
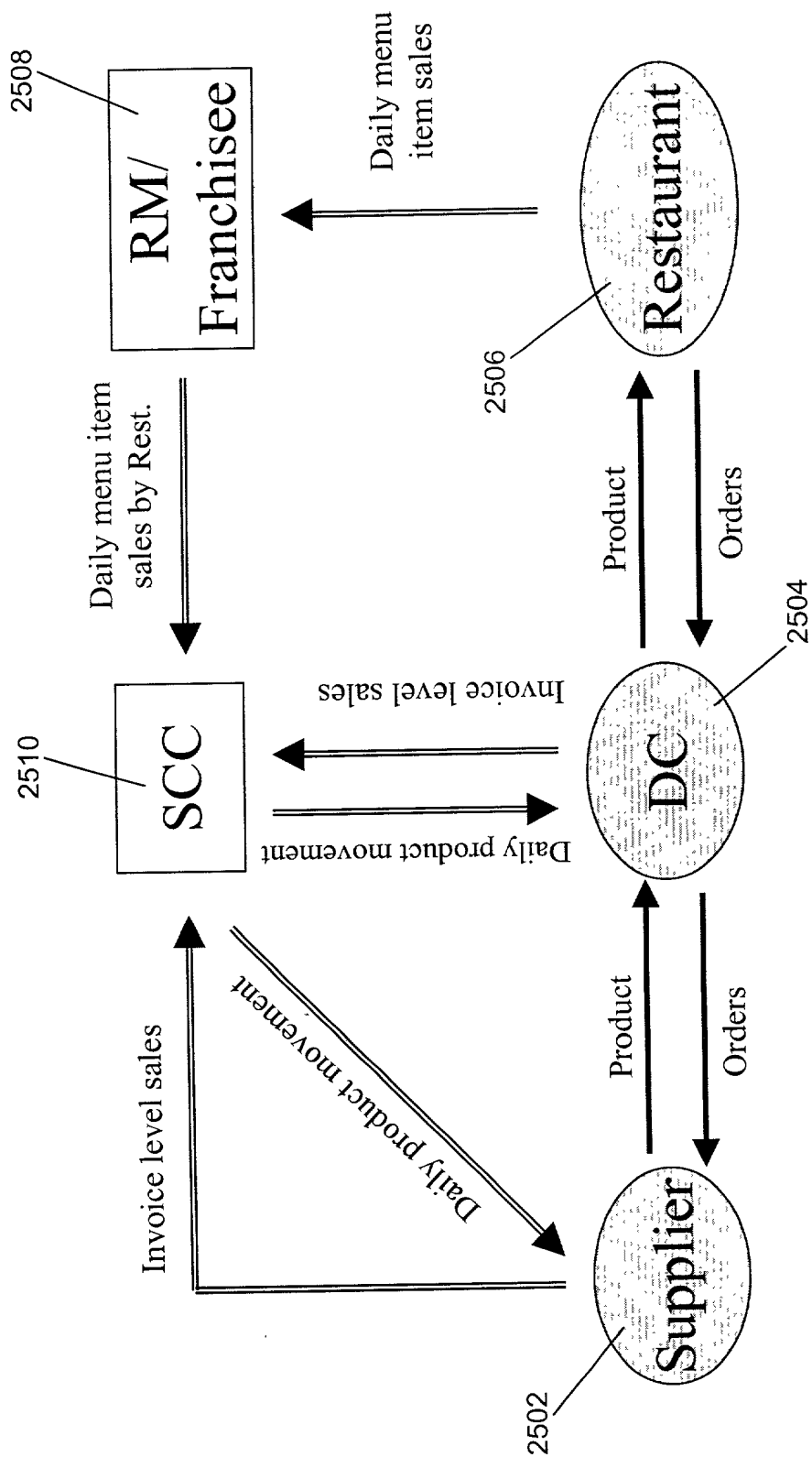


FIG. 25



# FIG. 26

2600

2602

2604

FIG. 20

Sales Forecast Worksheet - System

Week	History								Forecast							
	Q1	Q2	W-6	W-5	W-4	W-3	W-2	W-1	W+1	W+2	W+3	W+4	W+5	W+6	Q3	Q4
GRP's																
Ntn'l Marketing Theme																
Advertising Score																
Local Considerations																
Competition Index																
Weather Index																
Seasonality Index																
Sales History/Forecast Total (\$/store)																
Key Products by Menu Item (units/day/store)																
WHOPPERS	437	327	203	207	193	234	297	282	300	344	358	394	413	409	284	327
WHOPPERS W/CHEESE	208	172	143	140	135	155	196	172	163	172	179	196	206	204	143	164
YVWM WHOPPERS	805	723	701	692	623	760	921	829	900	943	829	912	958	948	707	813
etc.....																
Key Products by Inventory Item (cases/day/store)																
Beef-Whopper 4.0 oz	10.1	8.5	7.3	7.2	6.6	8.0	9.8	8.9	9.5	10.1	9.5	10.4	11.0	10.8	7.9	9.1
Cheese-American Sliced	0.3	0.2	0.2	0.2	0.2	0.2	0.3	0.2	0.2	0.2	0.2	0.3	0.3	0.3	0.2	0.2
Mayo-bulk	2.8	2.4	2.0	2.0	1.9	2.2	2.8	2.5	2.7	2.8	2.7	2.9	3.1	3.0	2.2	2.5
Pickles - Pail	1.8	1.5	1.3	1.3	1.2	1.4	1.7	1.6	1.7	1.8	1.7	1.8	1.9	1.9	1.4	1.6
Wrap Whopper	0.4	0.3	0.3	0.3	0.2	0.3	0.4	0.3	0.3	0.4	0.3	0.4	0.4	0.4	0.3	0.3
Ketchup- Bulk	1.9	1.6	1.4	1.4	1.2	1.5	1.8	1.7	1.8	1.9	1.8	2.0	2.1	2.0	1.5	1.7
Bun-Whopper 5" (dozen)	120.8	101.8	87.3	86.6	79.3	95.8	117.8	106.9	113.6	121.6	113.8	125.2	131.4	130.1	94.5	108.7
Lettuce - shredded	3.4	2.9	2.5	2.4	2.2	2.7	3.3	3.0	3.2	3.4	3.2	3.5	3.7	3.7	2.7	3.1
Tomatoes	4.5	3.8	3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.6	4.3	4.7	4.9	4.9	3.5	4.1
Onions - sliced	4.5	3.8	3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.6	4.3	4.7	4.9	4.9	3.5	4.1
etc.....																

2600

2602

2604

# FIG. 27

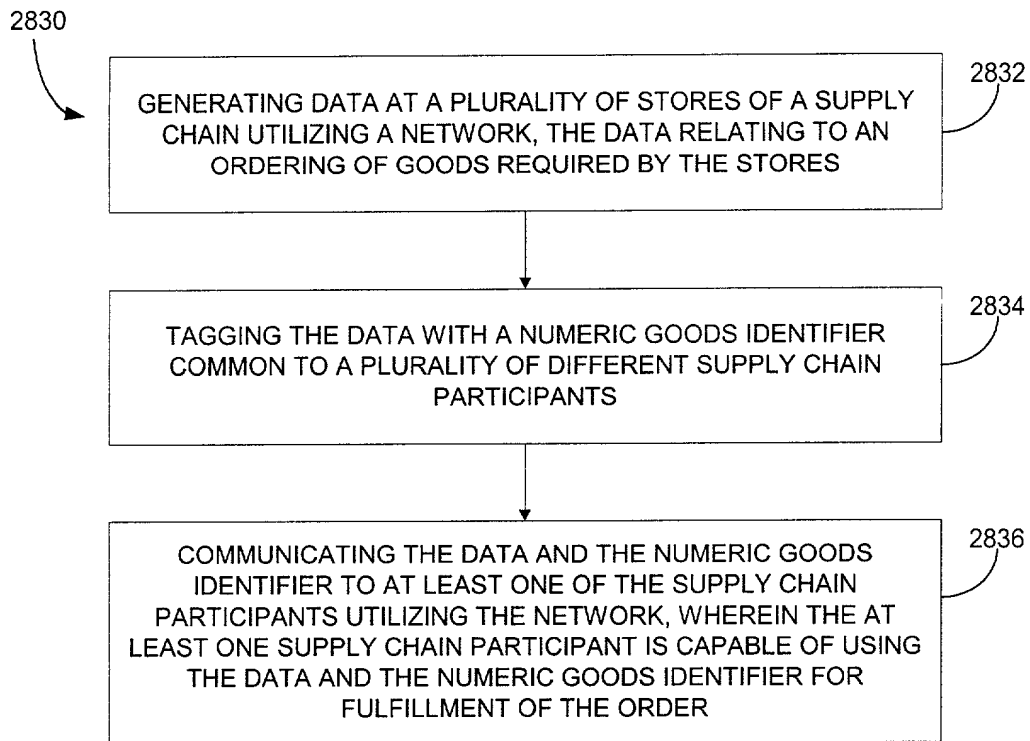
2700

## Promotional Monitor - System & Regional

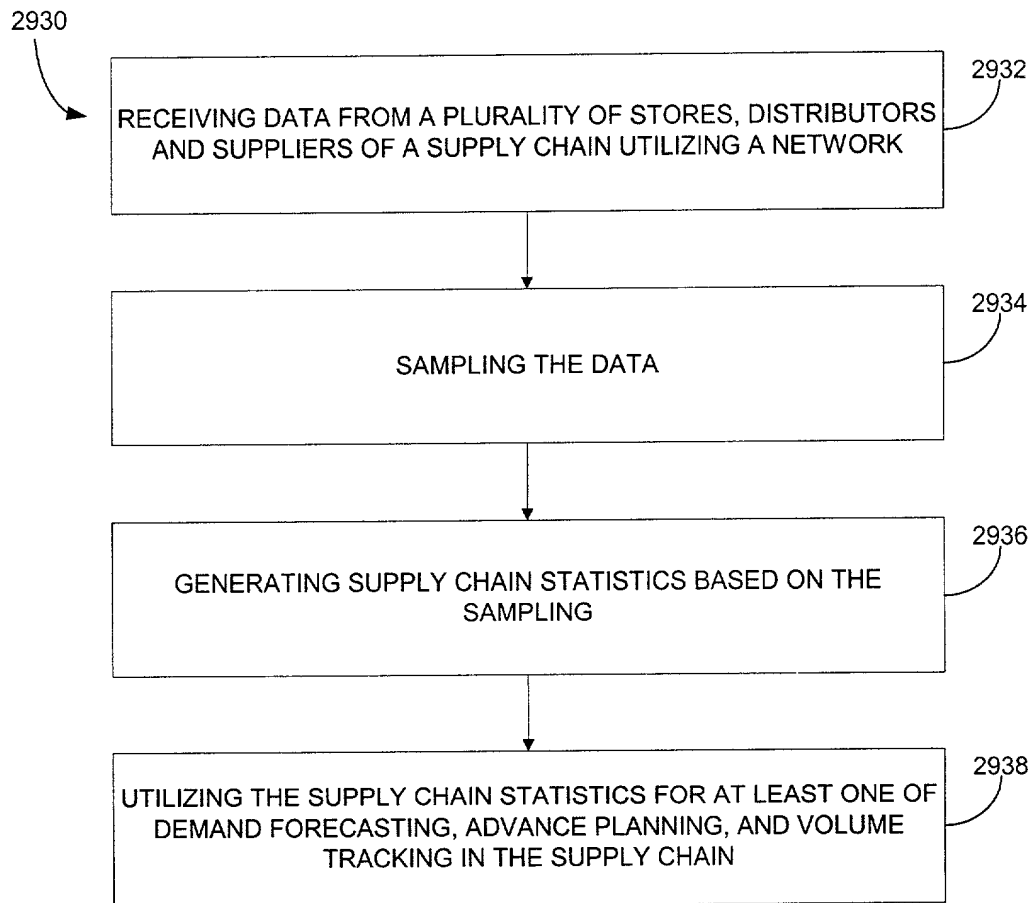
		History				Week #1						
		W-4	W-3	W-2	W-1	D+1	D+2	D+3	D+4	D+5	D+6	D+7
Total Sales(\$/Store)		\$23,000	\$23,500	\$23,250	\$23,450	\$2,888	\$3,150	\$3,413	\$3,413	\$3,675	\$5,513	\$4,200
Menu Item Sales for Key Products(units/restaurant/week)												
Category	Segment											
Whopper	WHOPPERS	215	211	228	269	32	34	37	37	40	60	46
	WHOPPERS W/CHEESE	146	142	148	162	18	20	21	21	23	35	26
	YWWM WHOPPERS	699	679	714	813	94	103	111	111	120	180	137
Whopper Total		1,060	1,032	1,090	1,244	144	157	170	170	183	275	209
Total												
Total												
Variance from Expected (Highlighted Areas are Outside of Expected Range)												
Whopper	WHOPPERS	11.4%	-9.8%	-23.2%	-4.6%	2.3%	3.0%	1.0%	4.0%	11.0%	16.0%	8.0%
	WHOPPERS W/CHEESE	8.1%	-8.4%	-24.5%	-5.8%	1.0%	4.0%	1.0%	4.0%	13.0%	14.0%	9.0%
	YWWM WHOPPERS	12.2%	-10.7%	-22.5%	-1.9%	3.0%	3.0%	1.0%	5.0%	16.0%	19.0%	7.0%
Whopper Total		10.6%	-9.6%	-23.4%	-4.1%	2.1%	3.3%	1.0%	4.3%	13.3%	16.3%	8.0%

2702





**FIG. 28**



**FIG. 29**

any other data may appear in the area of the data field

3000

Distribution Center:	Alliant Topeka
----------------------	----------------

Time Period (Month/Yr):	Jun-00
-------------------------	--------

**Delivery Order Fill Rate**

Total Cases Ordered:	65712
----------------------	-------

3002

Operations:									
Cases:	154	68	62	284	588				
Percent:	0.23%	0.10%	0.09%	0.43%	0.86%				

3004

Purchasing:									
Cases:	990	70		1060					
Percent:	1.51%	0.11%	0.00%	1.61%					

Distribution Center Total:	Cases	Percent
Operations:	568	0.86%
Purchasing:	1060	1.61%
Grand Total:	1628	2.48%

Delivery Order Fill Rate:	97.52%
---------------------------	--------

**On-Time Delivery Rate**

Total # of Deliveries:	1232
# of On-Time Deliveries:	
On-Time Delivery Rate:	0.00%

**Perfect Order Rate**

Total # of Deliveries:	1232
Total # of Perfect Orders:	725
Perfect Order Rate:	58.85%

FIG. 30

region during the year 2000. The data was collected from the DC's and the DC's were then analyzed to determine the number of incidents that occurred during the year 2000.

3100

# Alliant - Monthly DC Data Feed Performance August 2000 Mock Report

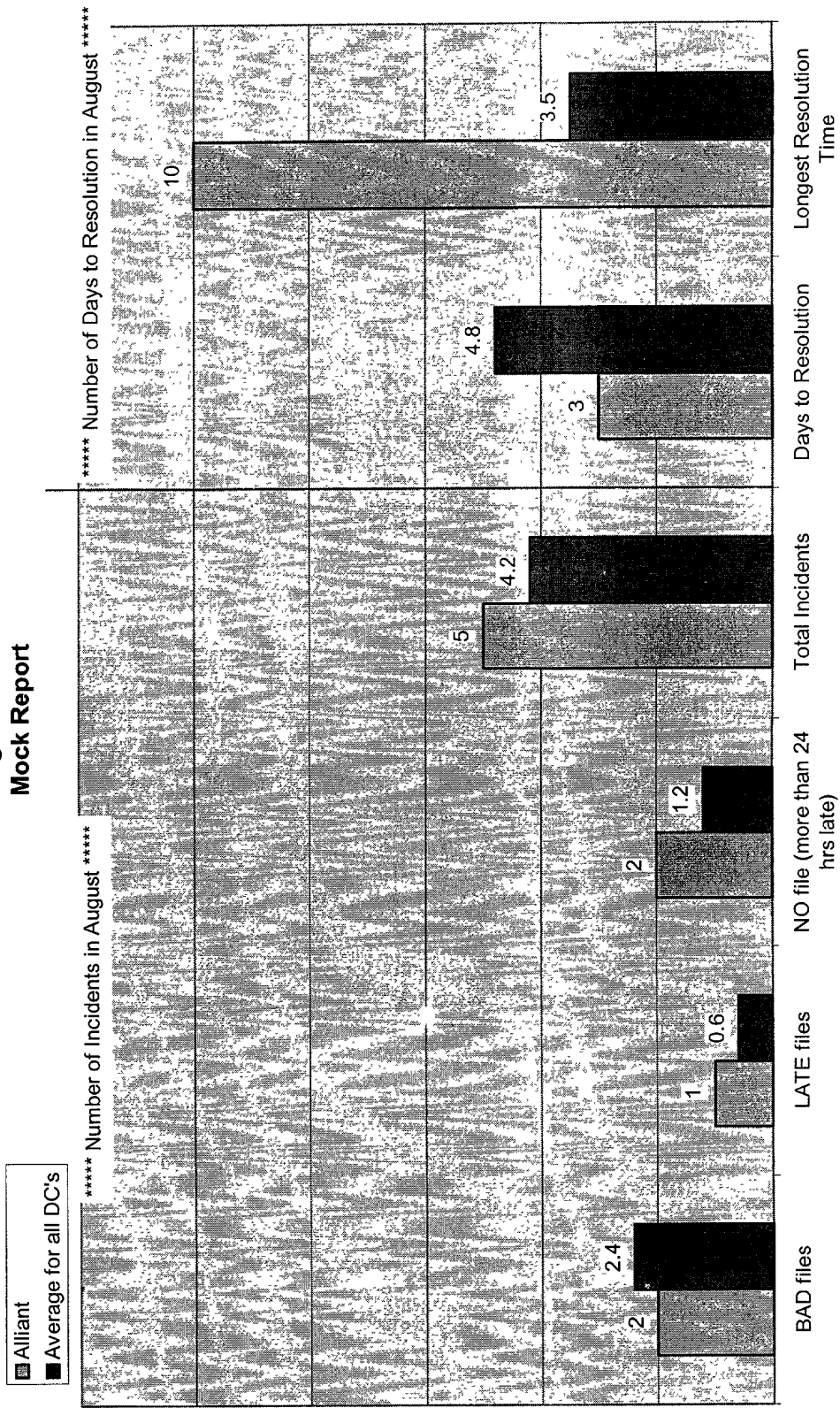


FIG. 31



# Service Level Reporting August

	Fill Rate	On - Time	Perfect Order
Alliant-Paducah	99.14%	90.06%	
Alliant-Topeka			
Alliant-Wixom	99.05%	98.71%	
King-Atlanta	99.34%	92.91%	78.70%
King-Jacksonville	98.85%	98.56%	80.80%
King-Louisville	99.78%	94.53%	85.98%
Maines 29, Conklin	99.41%		79.25%
Maines 30, Cleveland			
Maines Long Island	99.41%		
Maines New England	99.68%		
MBM Fullerton	99.13%	94.15%	79.83%
MBM Lewisville	99.51%	92.88%	#DIV/0!
MBM Orlando	99.78%	93.60%	#DIV/0!
MBM Rocky Mount	99.13%	92.46%	#DIV/0!
McCabe's	99.80%	99.72%	96.84%
McLane Lubbock	#DIV/0!	#DIV/0!	#DIV/0!
Nicholas & Co.	99.60%	96.04%	85.37%
PED Supply	99.16%	90.76%	80.12%
PFG Victoria	99.42%	#DIV/0!	
PYA/Moharch	99.20%	97.79%	
Reinhart-Cedar Rapids	99.05%	98.65%	
Reinhart-Oak Creek	99.31%	98.68%	
Reinhart-Rogers	99.50%	95.49%	
Restaurants NW	99.03%	99.07%	80.47%
Shamrock Commerce City	99.54%	94.88%	85.13%
Shamrock Phoenix	98.81%	93.88%	
Sygma Harrisburg	99.69%		82.85%
Sygma Stockton	99.68%		
Sysco	99.68%	100.00%	82.47%

	Fill Rate	On - Time	Perfect Order
BKC Min	98.50%	90.00%	78.00%
RSI Min	99.50%	90.00%	80.00%

OK
Didn't meet RSI Min
Didn't meet BK Min

FIG. 32

FIG. 33

3300

XYZ Company

Aug-00

3300

Vendor:

Time Period:

Delivery Statistics:

DC Requested Lead-Time	4
DC Adherence to Lead-Time	95%
Days Delivery Late	1.7
On-Time Delivery Percentage	95%
Hours Delivery Late	0.93

Invoice, Payment and Pricing:

Days for Payment	12
Monthly FOB Variance	\$ 30,152
Monthly Freight Variance	\$ 3,594
Monthly Total Variance	\$ 33,746

Invoice Accuracy:

Invoice Fill Rate	97.25%
PO Accepted Rate	99.00%
Perfect Order Percentage	92.34%

Inventory Management:

Average Days On Hand

SKU #1	19
SKU #2	22

Max Days On Hand

SKU #1	40
SKU #2	32

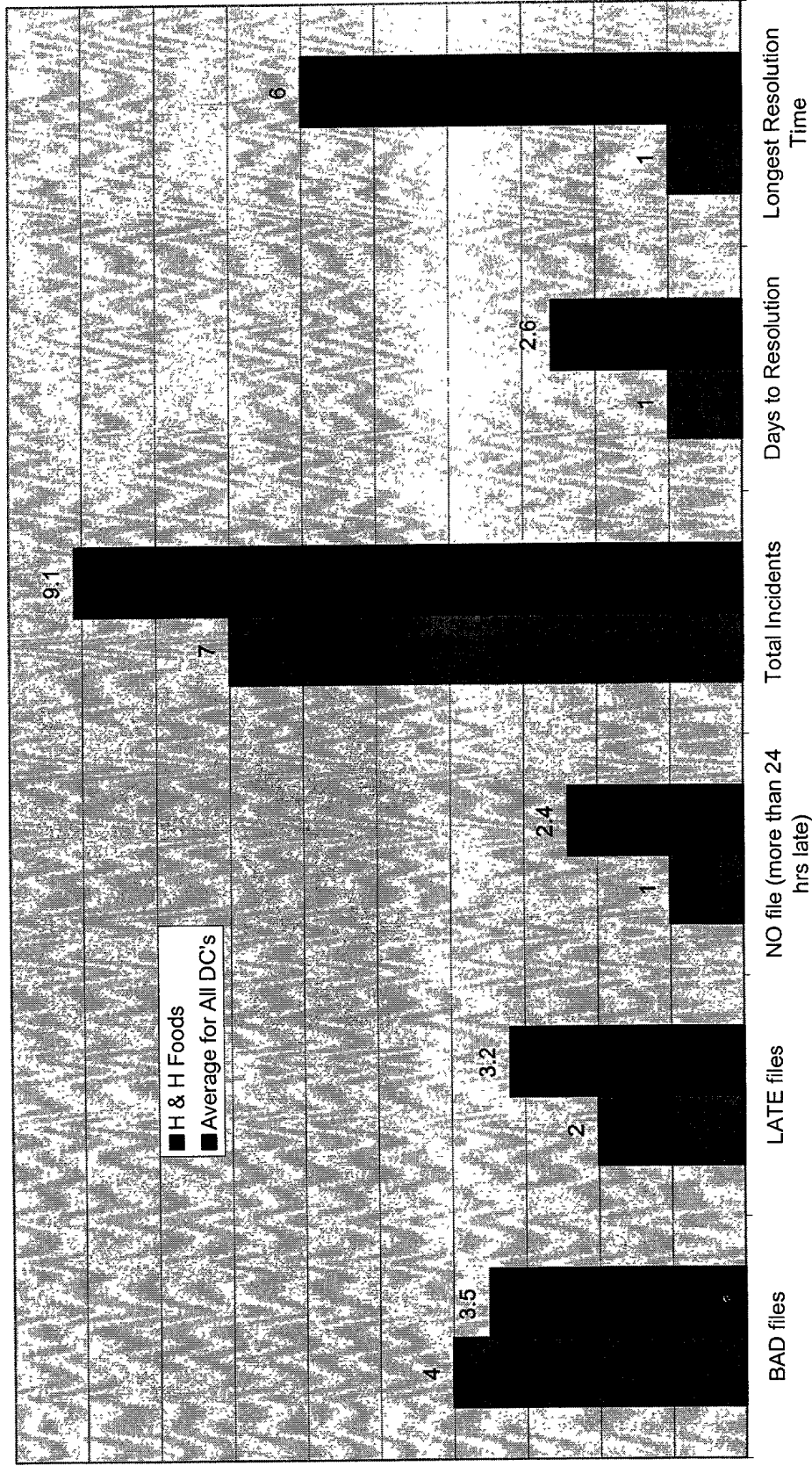
Monthly Carrying Cost

SKU #1	\$ 42,513
SKU #2	\$ 12,589
Average as % FOB	1.25%

# FIG. 34

## H & H Foods - Monthly Supplier Data Feed Performance August 2000 Mock Report

3400 →





3500

## FIG. 35

### Service Level Reporting November - Mock Report

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
GOODIES	\$1,904		2.33%
COWORK INSTRUMENTS, INC.	\$4,881		
WHITEFORD FOODS, INC.	\$0	97.3%	2.41%
LEPAGE BAKERY / COUNTRY KITCHEN	\$3,700		
NOR-SYSTEMEDIA	\$0	92.1%	2.18%
SIGNATURE MEATS GROUP	\$0		1.84%
SCHWEBEL'S BAKING CO.	\$0	95.1%	1.50%
MAUI CUP	\$0		
MIRA PLASTICS	\$0		1.25%
DIXIE PRODUCE & PACKAGING			
NOR-LAKE, INC.	\$0		1.46%
FORT JAMES OPERATING COMPANY	\$0	98.6%	1.90%
FRESH ADVANTAGE, KC	\$0		
SILVER KING - MN - CORP	\$0		
TYSON FOODS	\$0		
READY ACCESS			
GEORGIA PACIFIC TISSUE			2.44%
CLOUGHERTY PACKING		94.8%	2.51%
BEVERAGE - AIR	\$0	83.4%	
COMPONENT HARDWARE GROUP, INC.	\$0		2.06%
COCA - COLA USA	\$0		
TOASTMASTER	\$1,909	93.5%	1.55%
GRANT COUNTY FOODS	\$0	96.3%	2.20%
FRESH EXPRESS			
TAYLOR FARMS	\$0		1.04%
MODULAR DISPENSING SYSTEM	\$0		
CENTURY PRODUCTS, LLC	\$3,428		
ROSE PACKING COMPANY		93.3%	2.98%

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
RSI Min	\$5,000.00	92.00%	3.00%

OK
Didn't meet RSI Min.



Report generated on 11/11/01 by [redacted] at 11:00 AM. All figures are in millions of dollars unless otherwise noted.

3600



## Mock Report/1

	FY 01	Oct-00	Nov-00	Dec-00	Jan-01	Feb-01	Mar-01	Apr-01	May-01
--	-------	--------	--------	--------	--------	--------	--------	--------	--------

### Food Cost Index

Plan	99.75	99.69	99.20	98.63	100.33	100.49	101.12	100.44	99.92
Actual		99.10	98.90						
Variance									
Good/(Bad)		0.59	0.30						

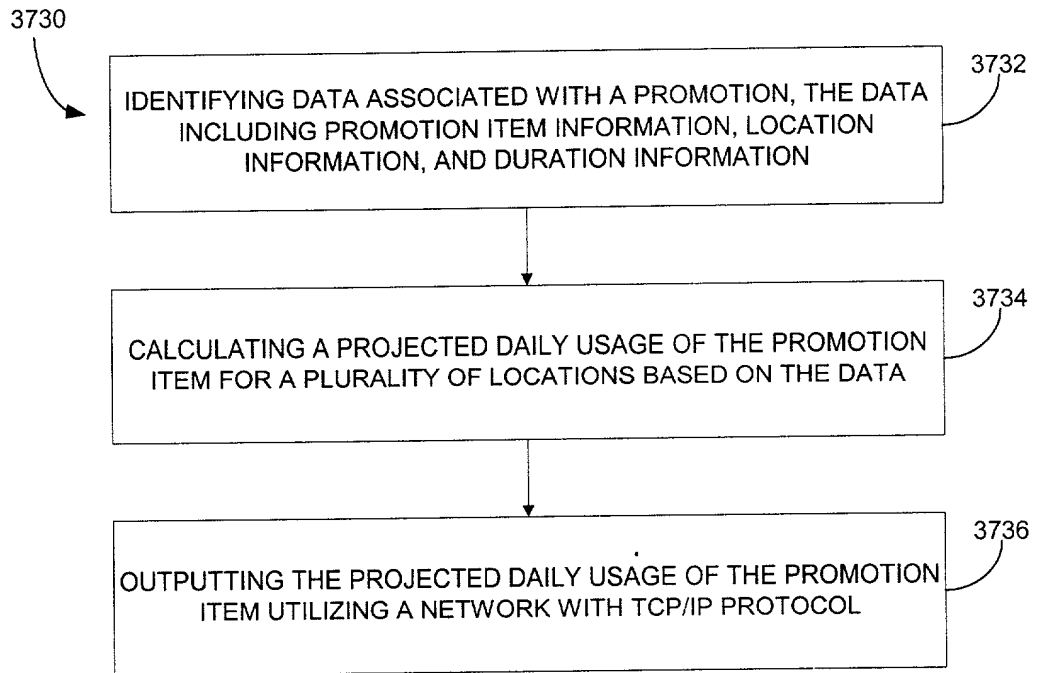
### Total Dollar Purchases (in Millions) /2

Plan	\$2,237.24	\$183.98	\$182.73	\$184.54	\$187.33	\$187.03	\$189.14	\$187.47	\$186.83
Actual		\$182.84	\$182.08						
Variance		\$1.14	\$0.65						
Good/(Bad)		0.6%	0.4%						

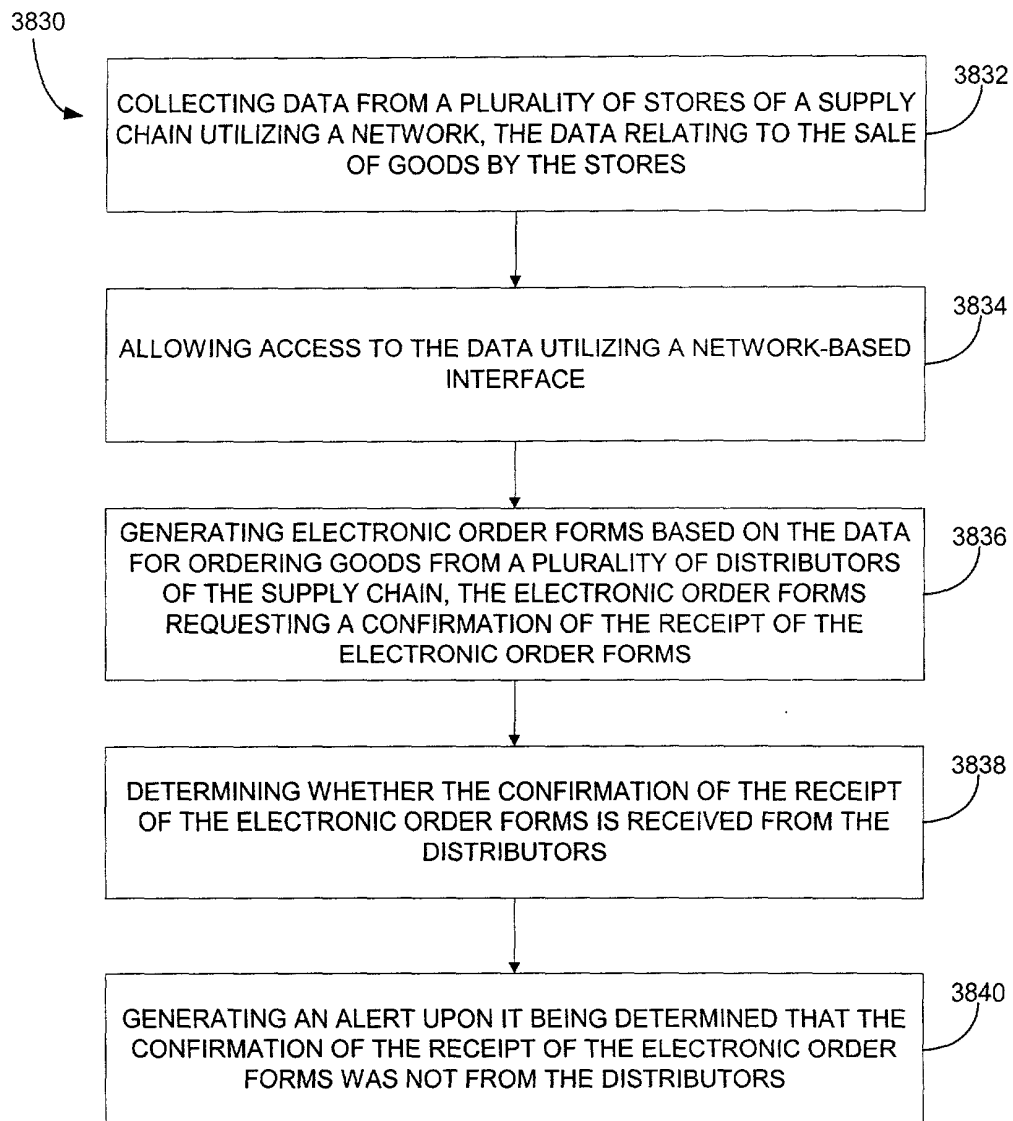
/1 Includes on food cost index items.

/2 Based on FY 99 Sales Volumes

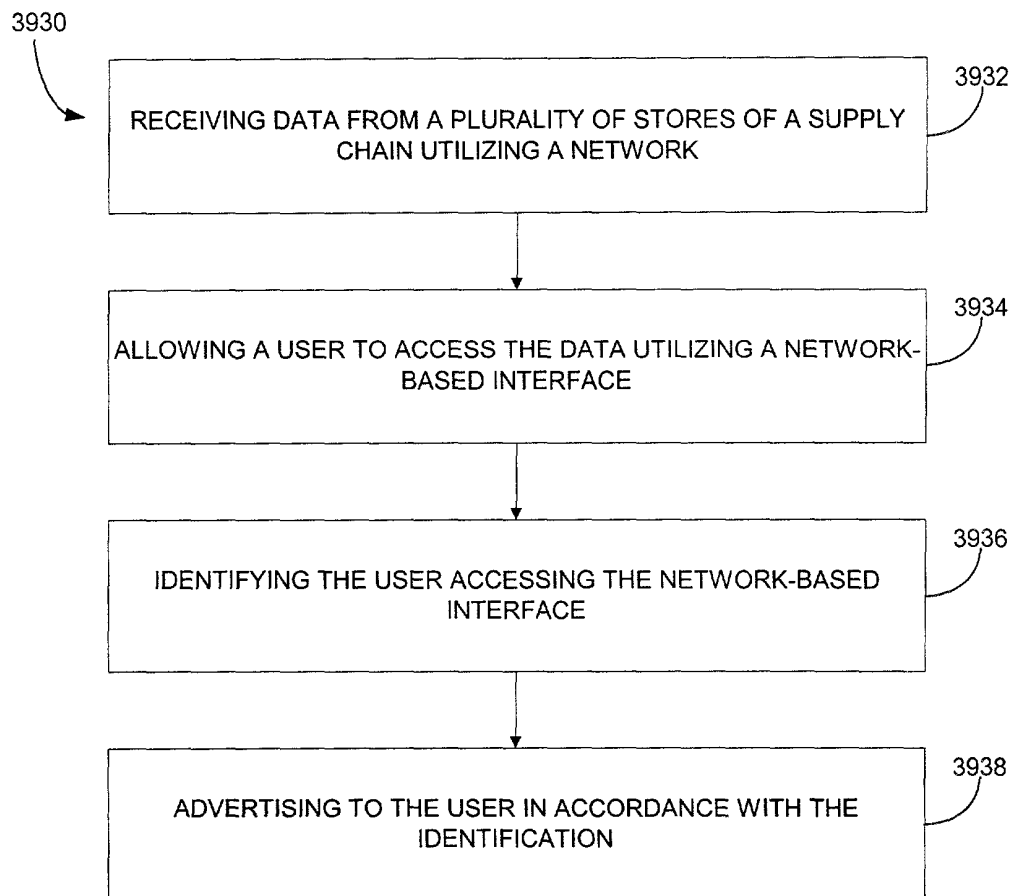
FIG. 36



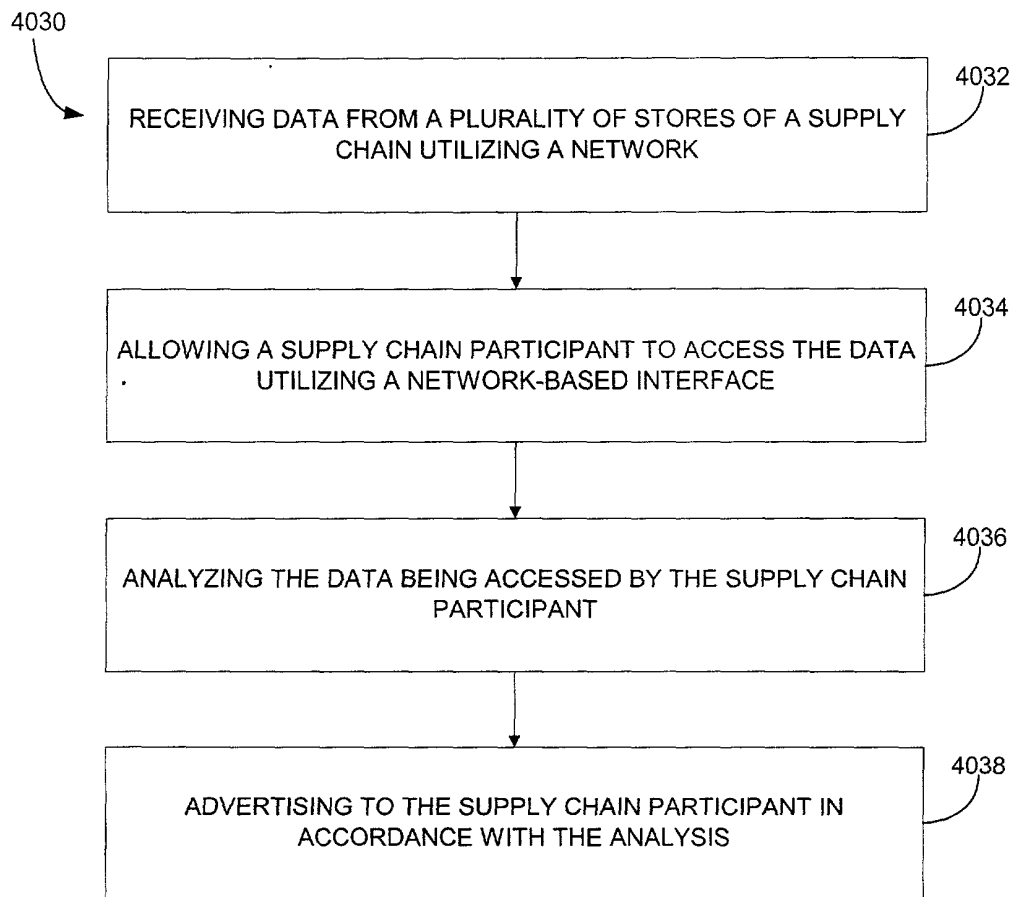
**FIG. 37**



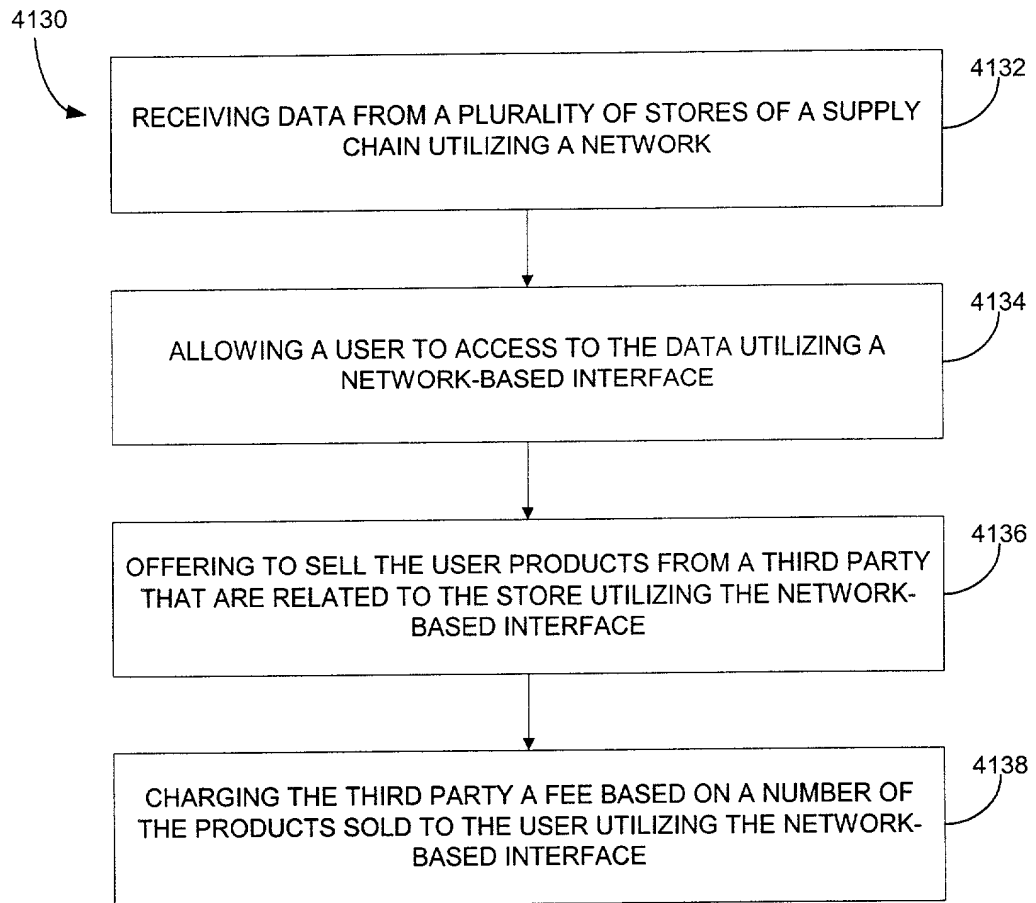
**FIG. 38**



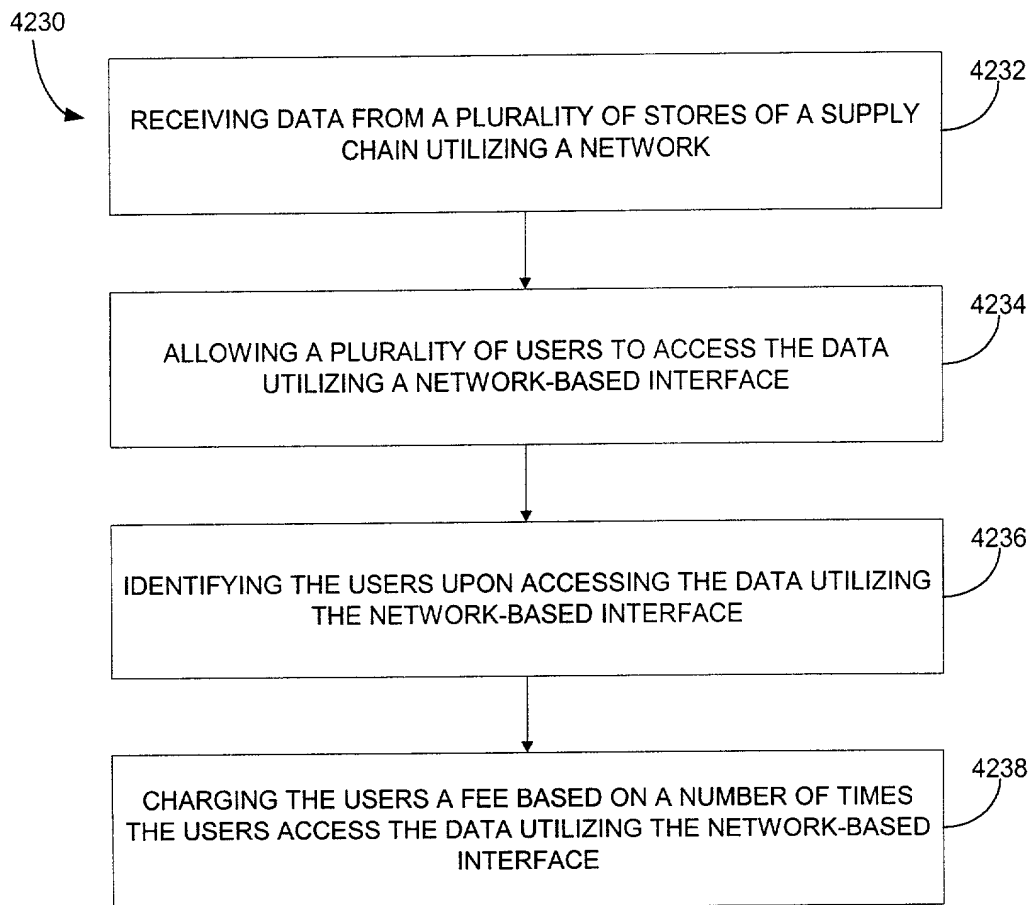
**FIG. 39**



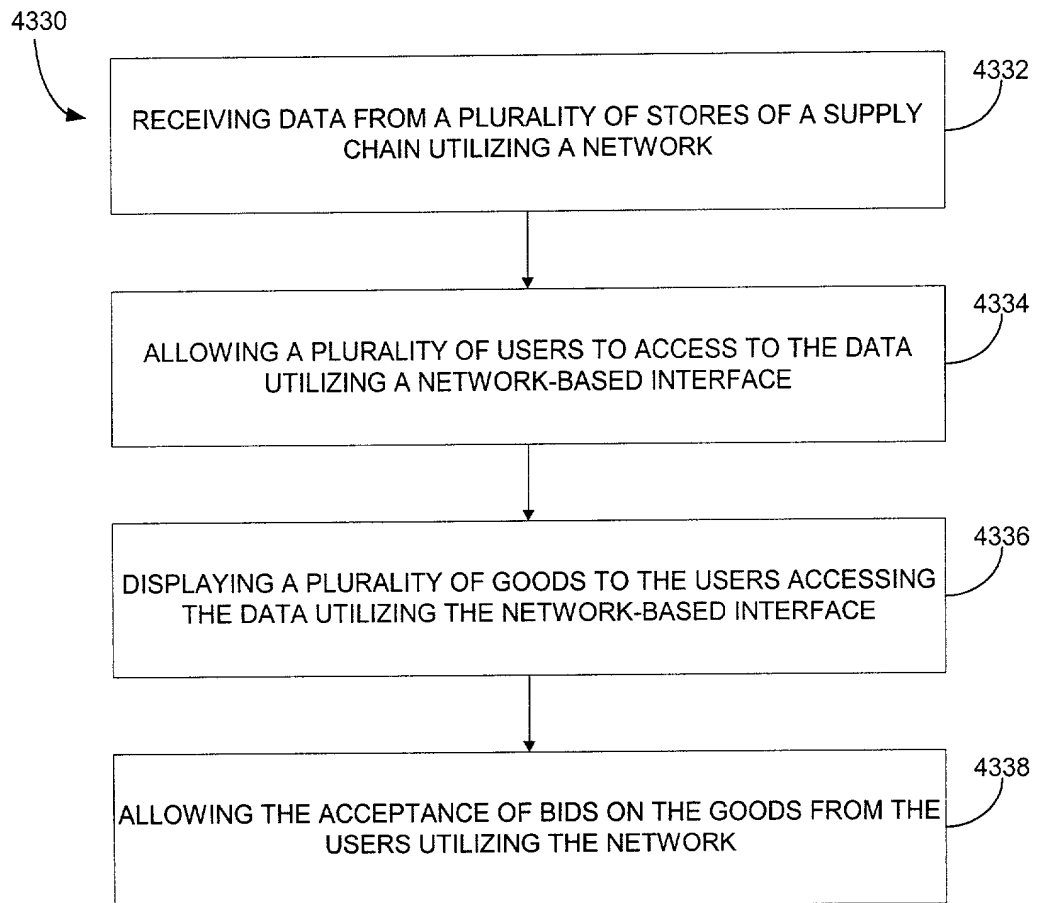
**FIG. 40**



**FIG. 41**

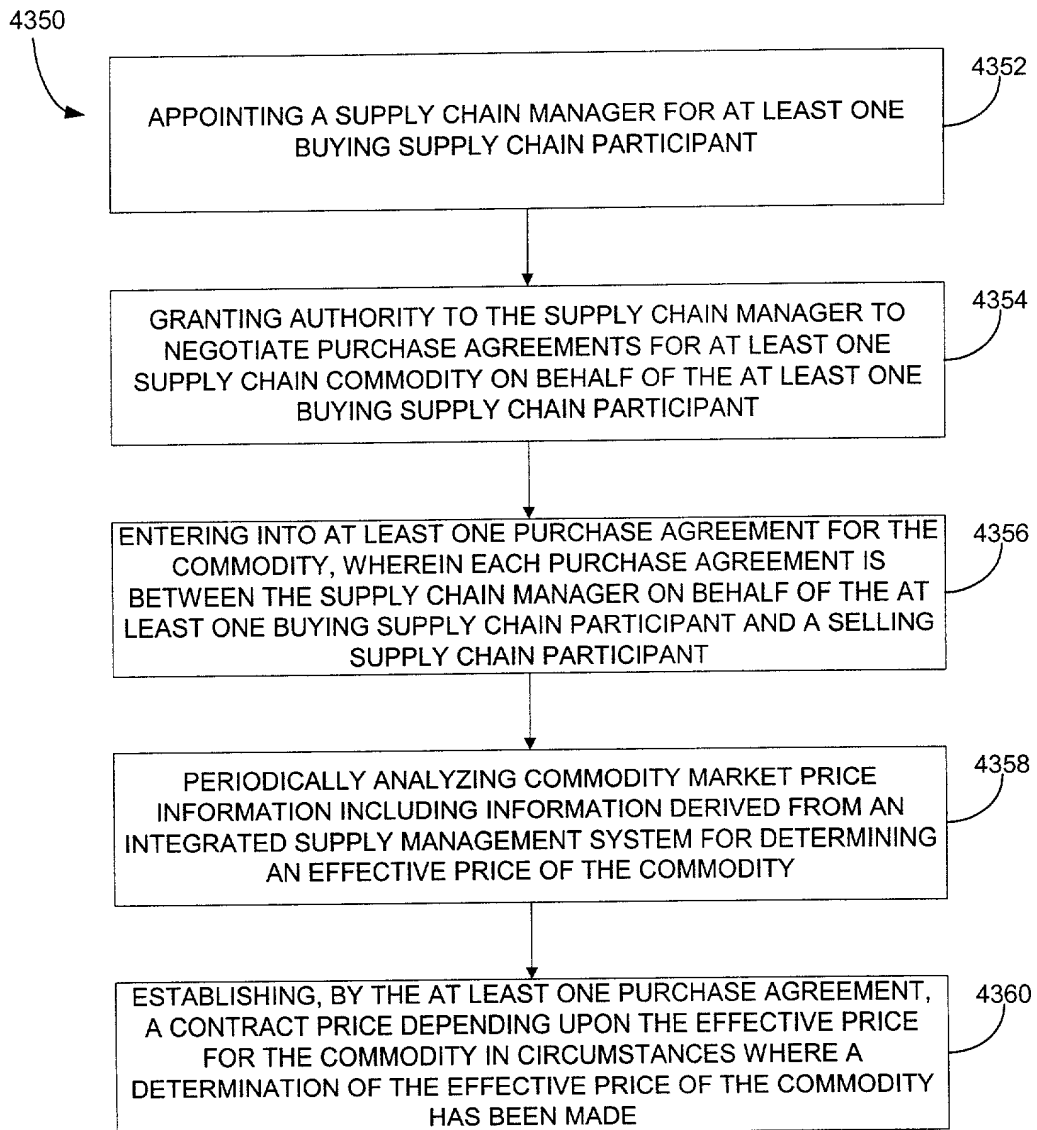


**FIG. 42**

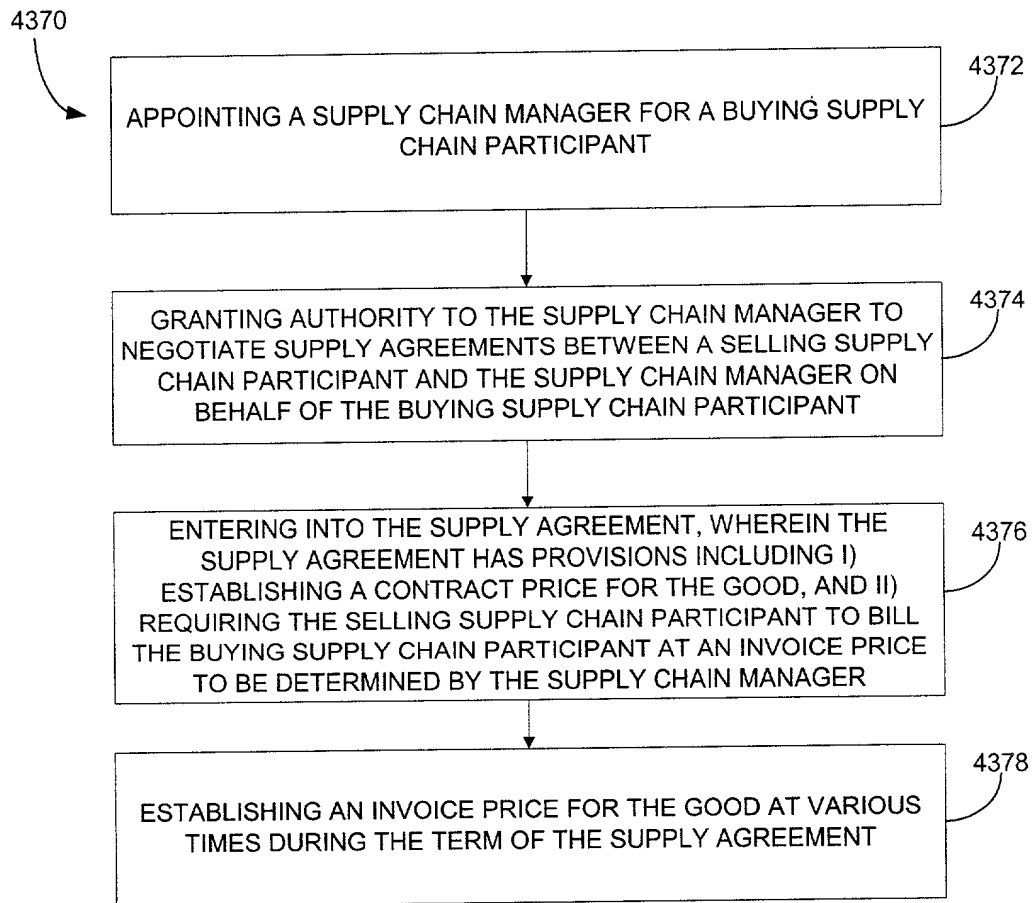


**FIG. 43A**

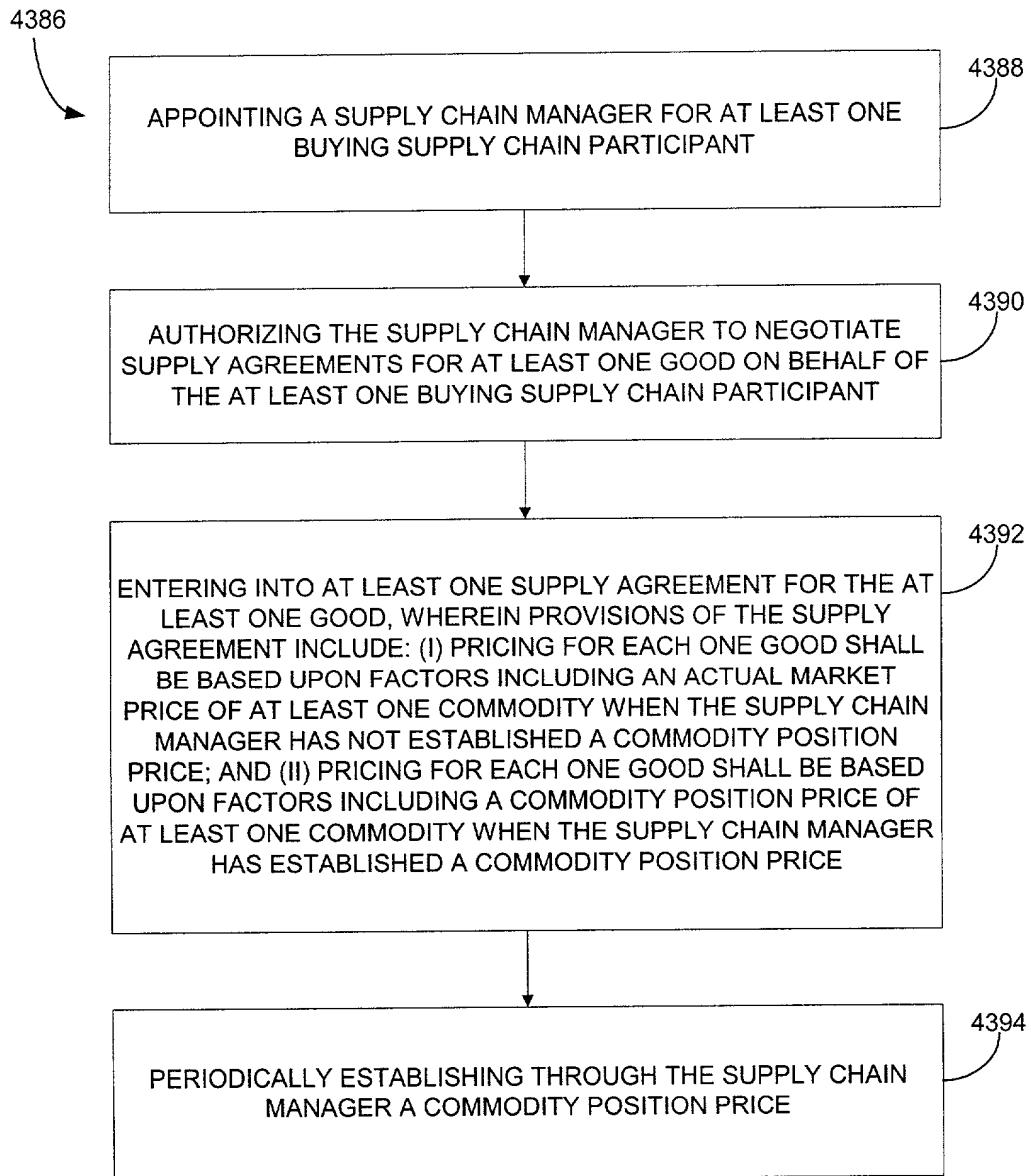




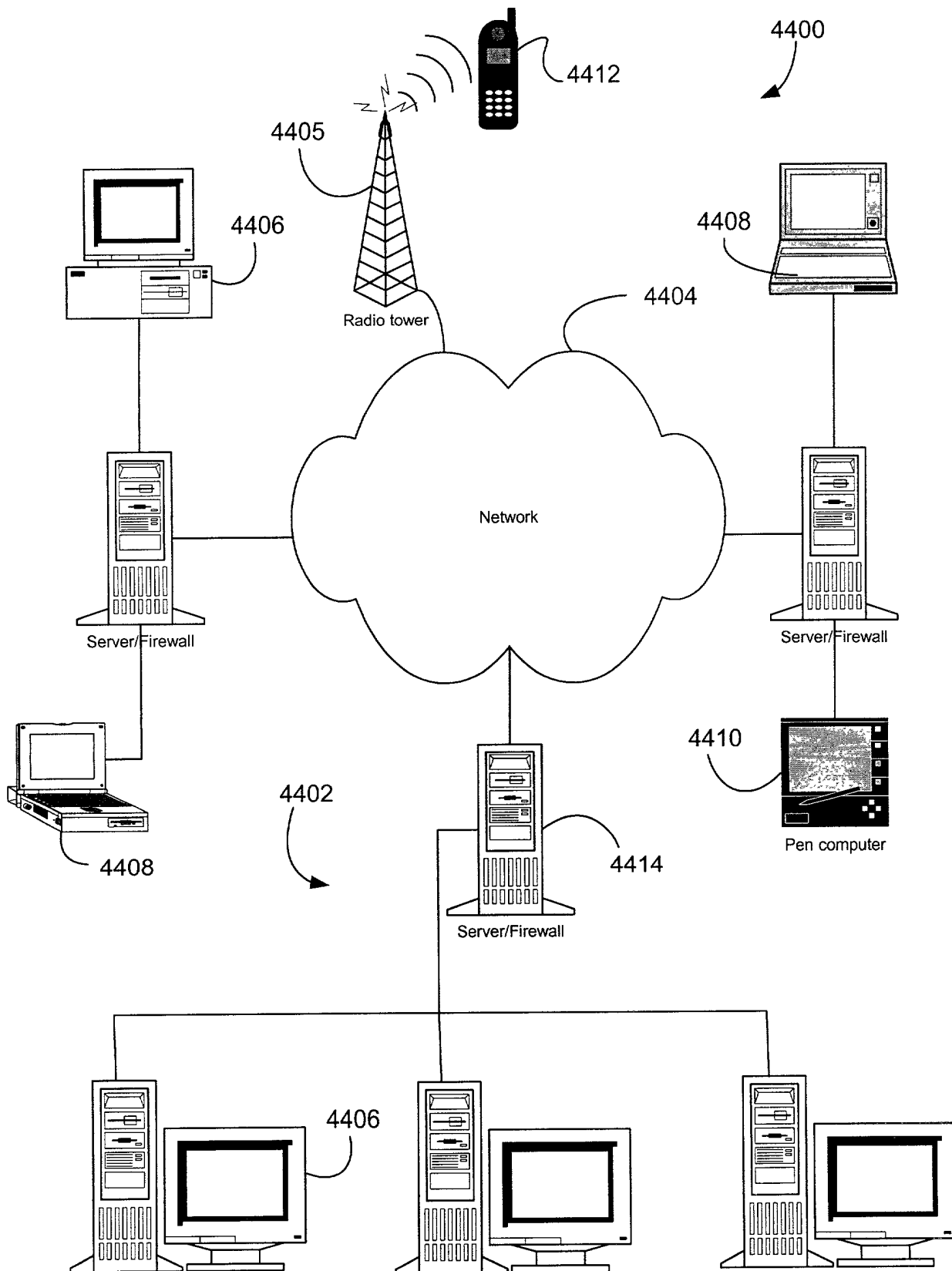
**FIG. 43B**



**FIG. 43C**



**FIG. 43D**



**FIG. 44**

FIG. 45 is a block diagram of a computer system 4500. The system 4500 includes a CPU 4510, ROM 4516, RAM 4514, I/O ADAPTER 4518, COMMUNICATION ADAPTER 4534, and NETWORK (4535). The CPU 4510 is connected to the ROM 4516 and RAM 4514. The RAM 4514 is connected to the I/O ADAPTER 4518. The I/O ADAPTER 4518 is connected to the COMMUNICATION ADAPTER 4534 and the NETWORK (4535). The COMMUNICATION ADAPTER 4534 is connected to the NETWORK (4535). The I/O ADAPTER 4518 is also connected to a DISPLAY ADAPTER 4536, a USER INTERFACE ADAPTER 4522, and a KEYBOARD 4524. The DISPLAY ADAPTER 4536 is connected to a MONITOR 4538. The USER INTERFACE ADAPTER 4522 is connected to a MOUSE 4526 and a SPEAKER 4528.

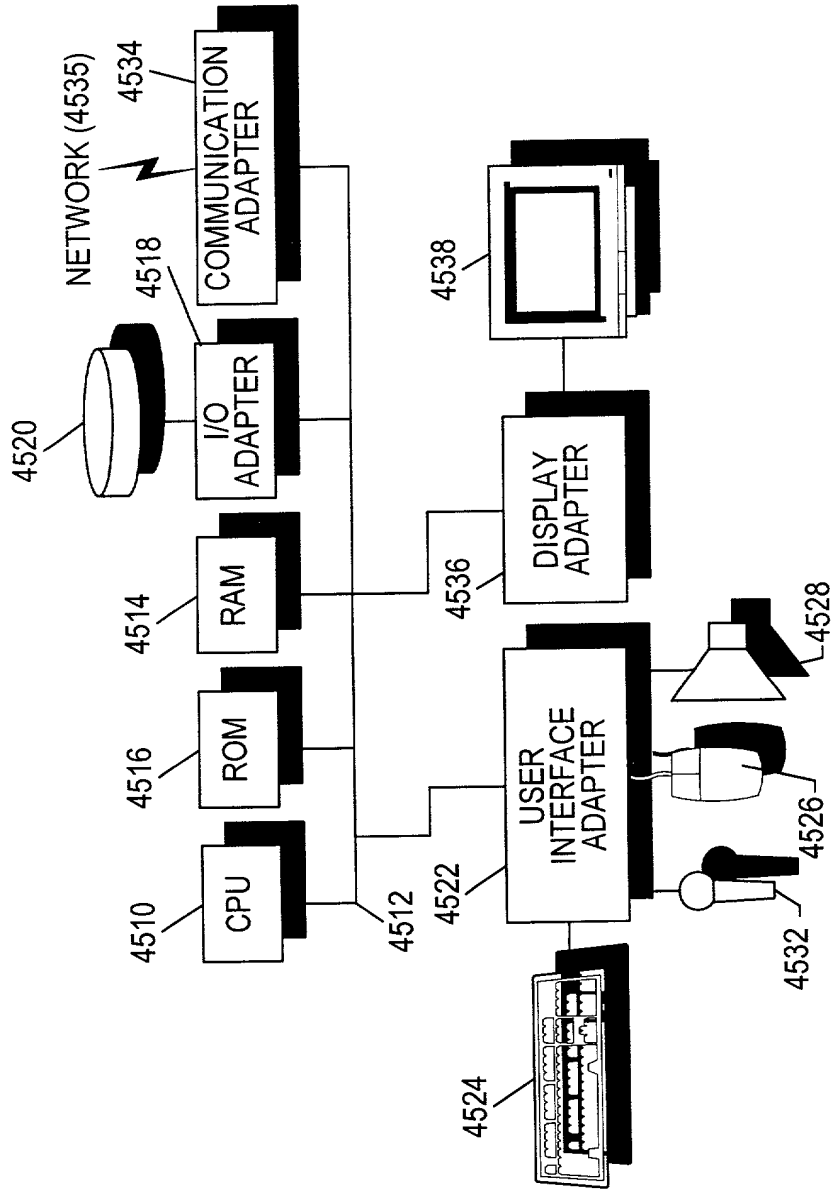
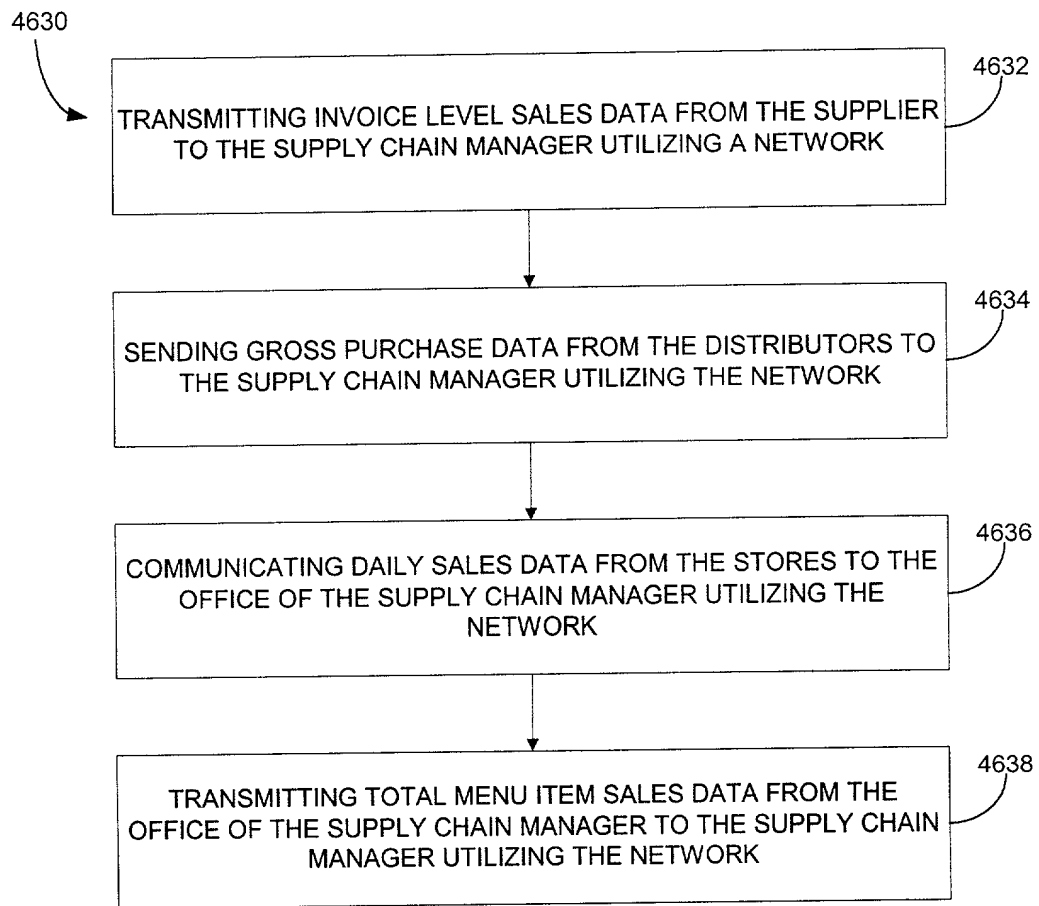
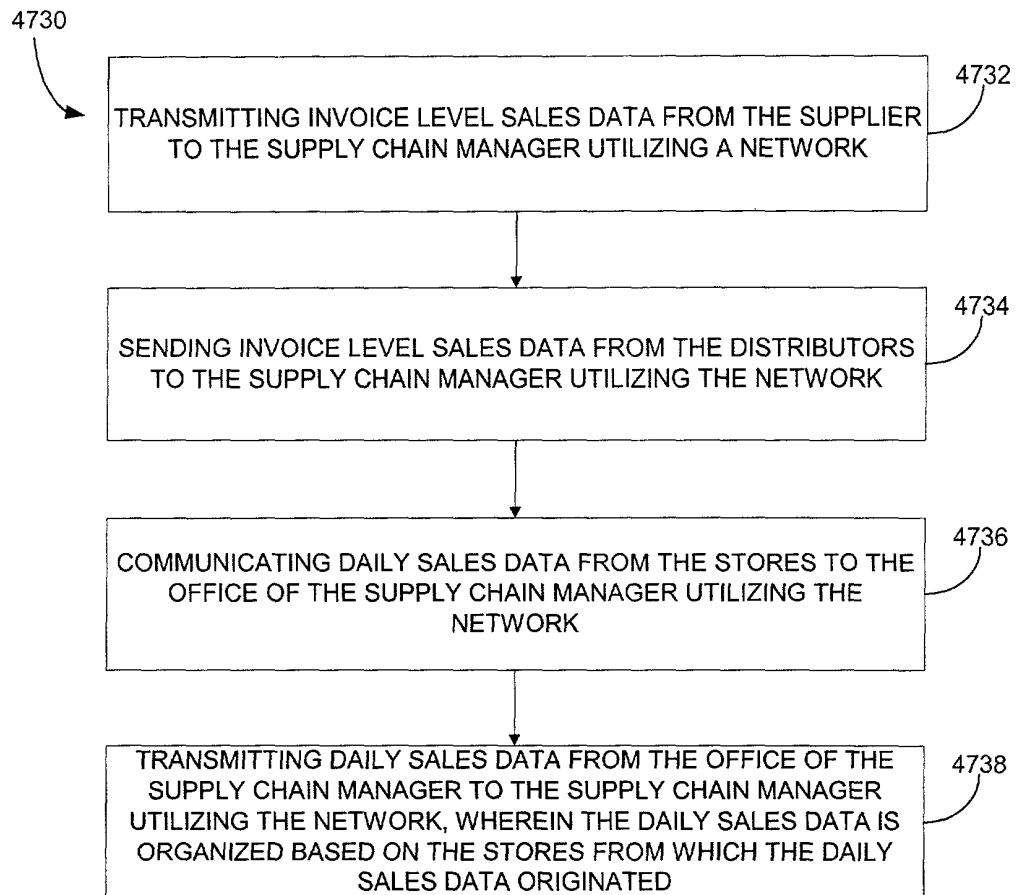


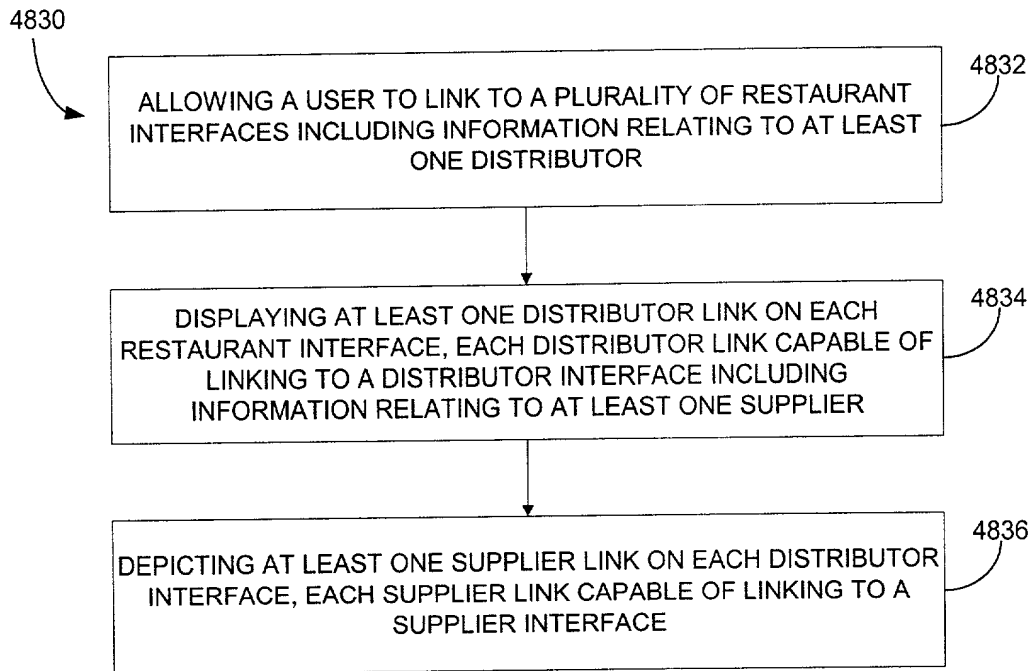
FIG. 45



**FIG. 46**



**FIG. 47**



**FIG. 48**



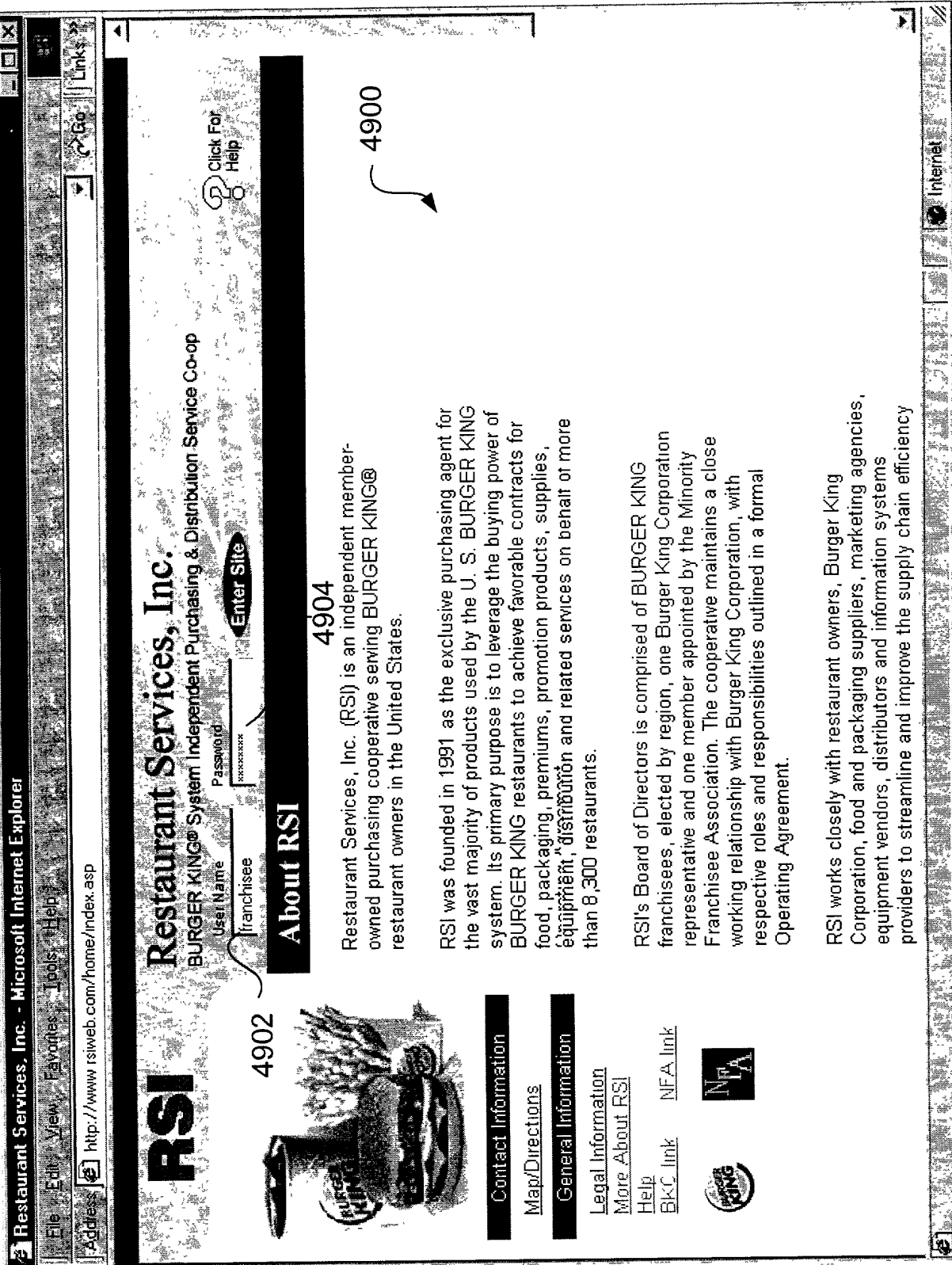


FIG. 49

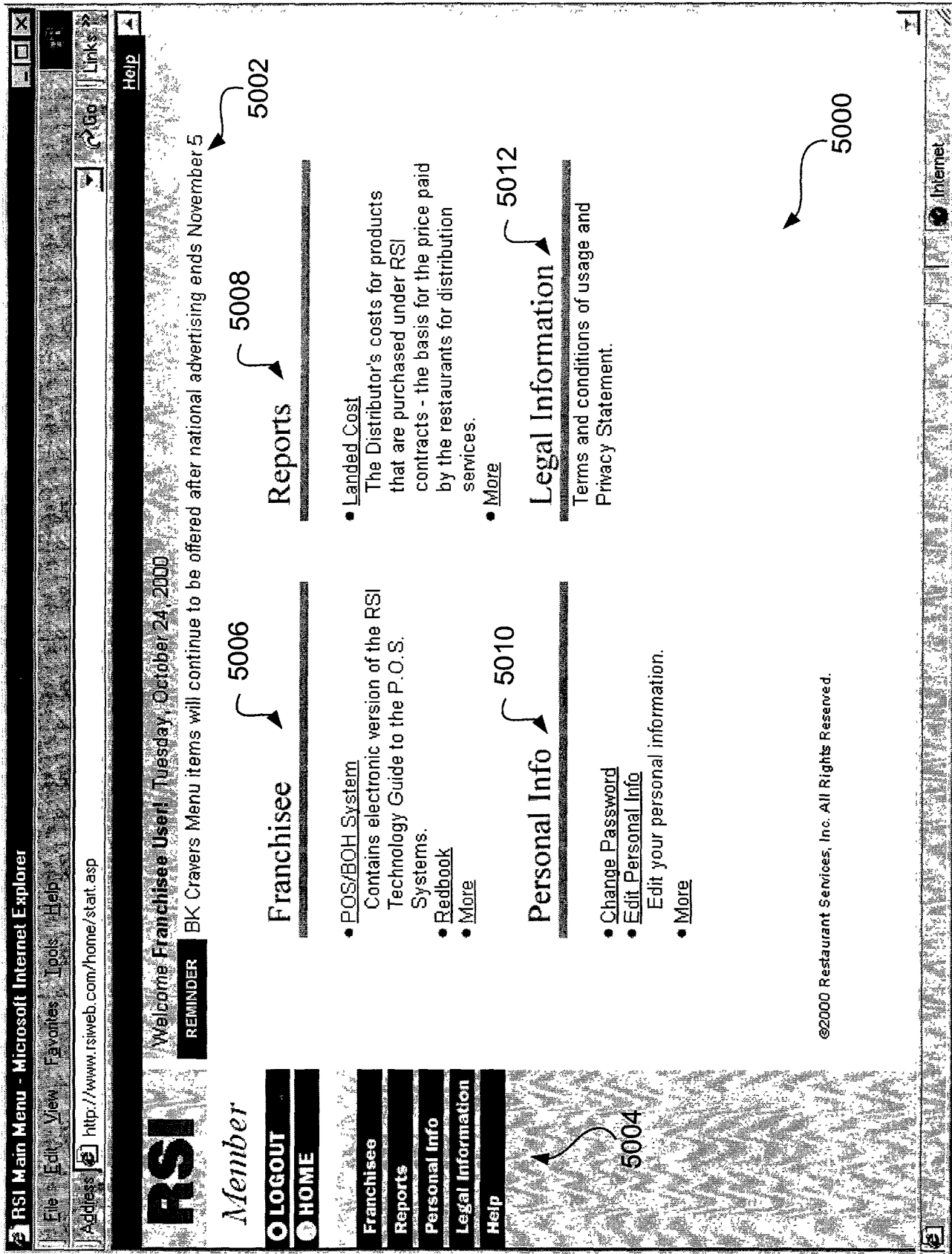
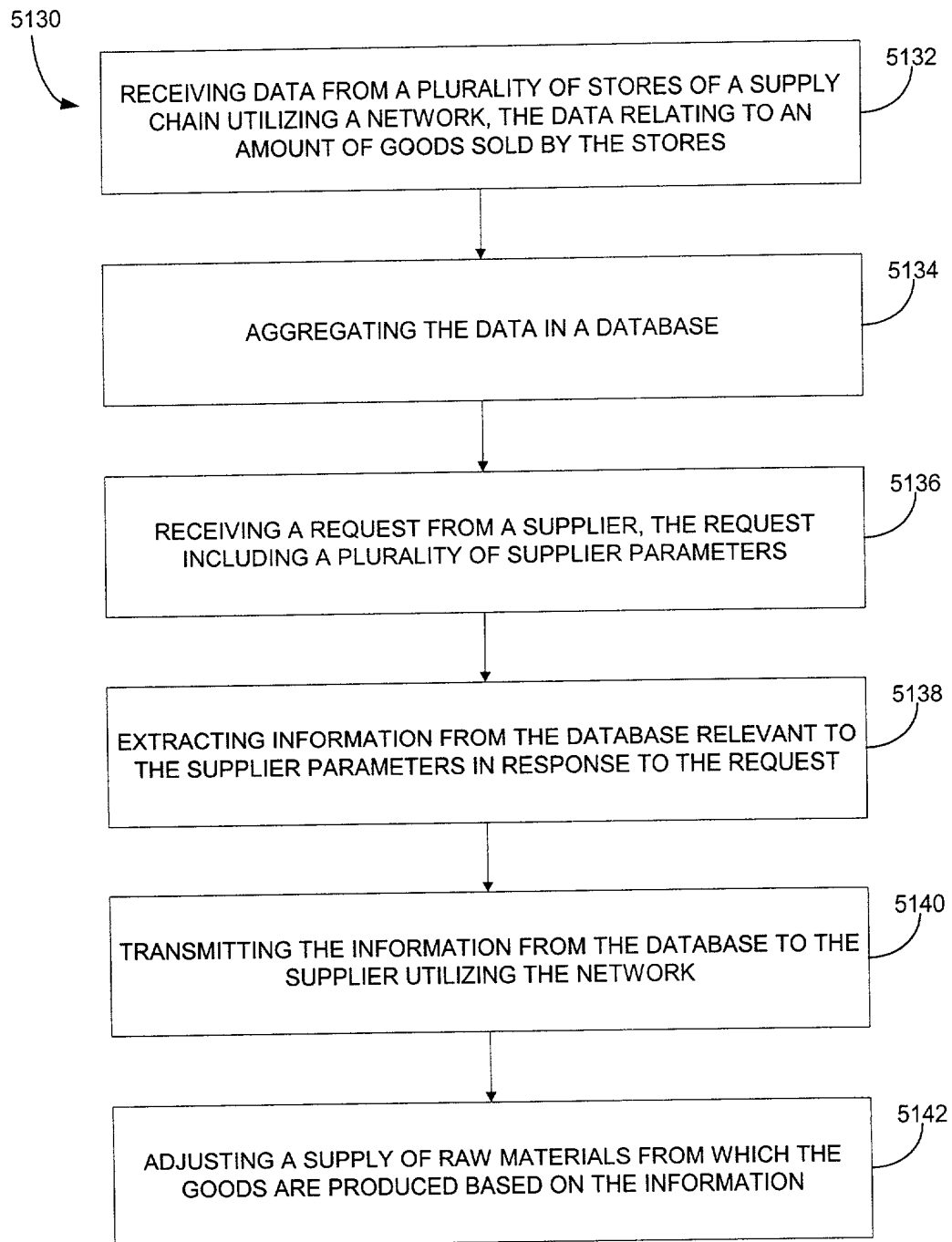
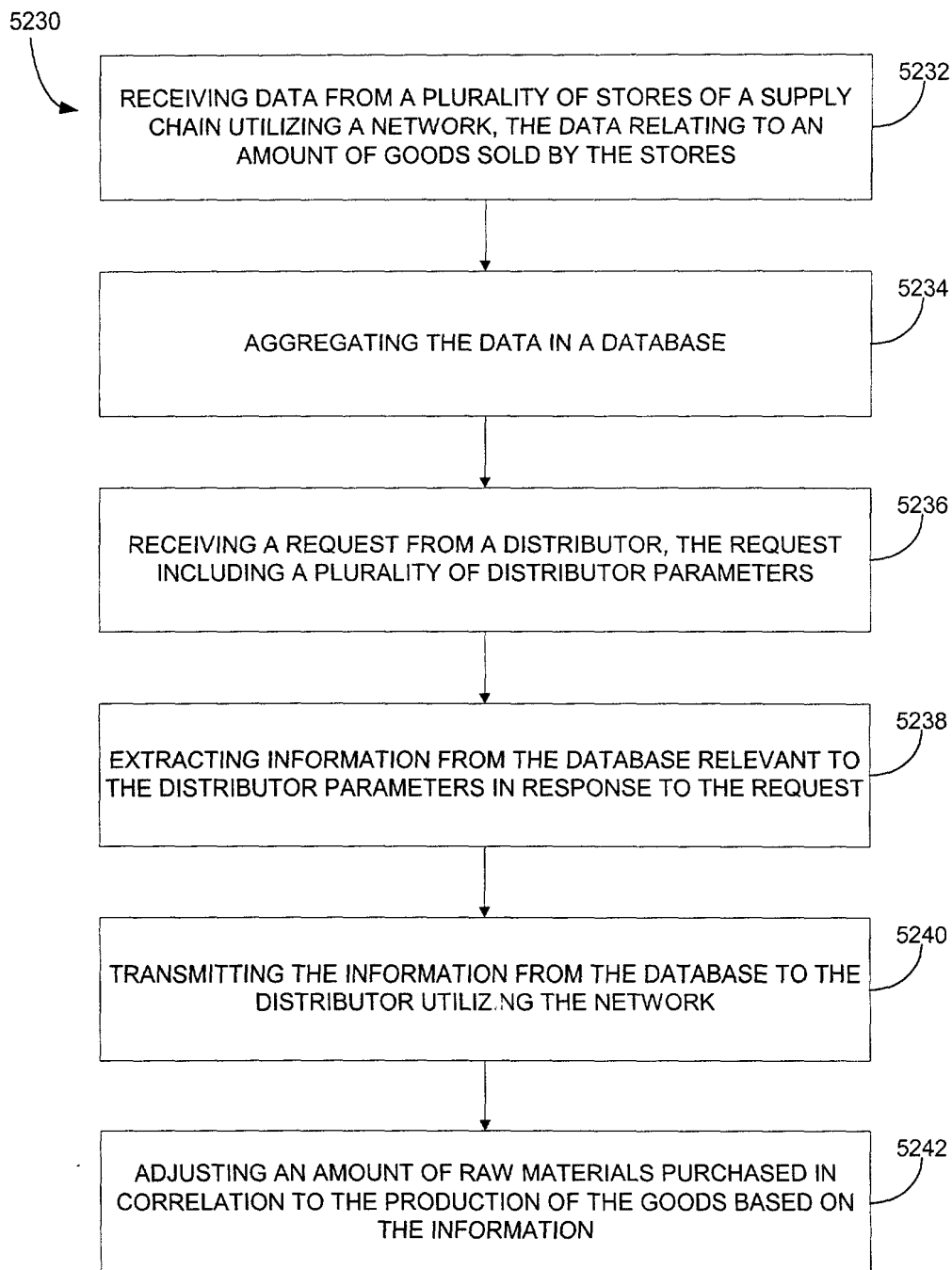


FIG. 50



**FIG. 51**



**FIG. 52**

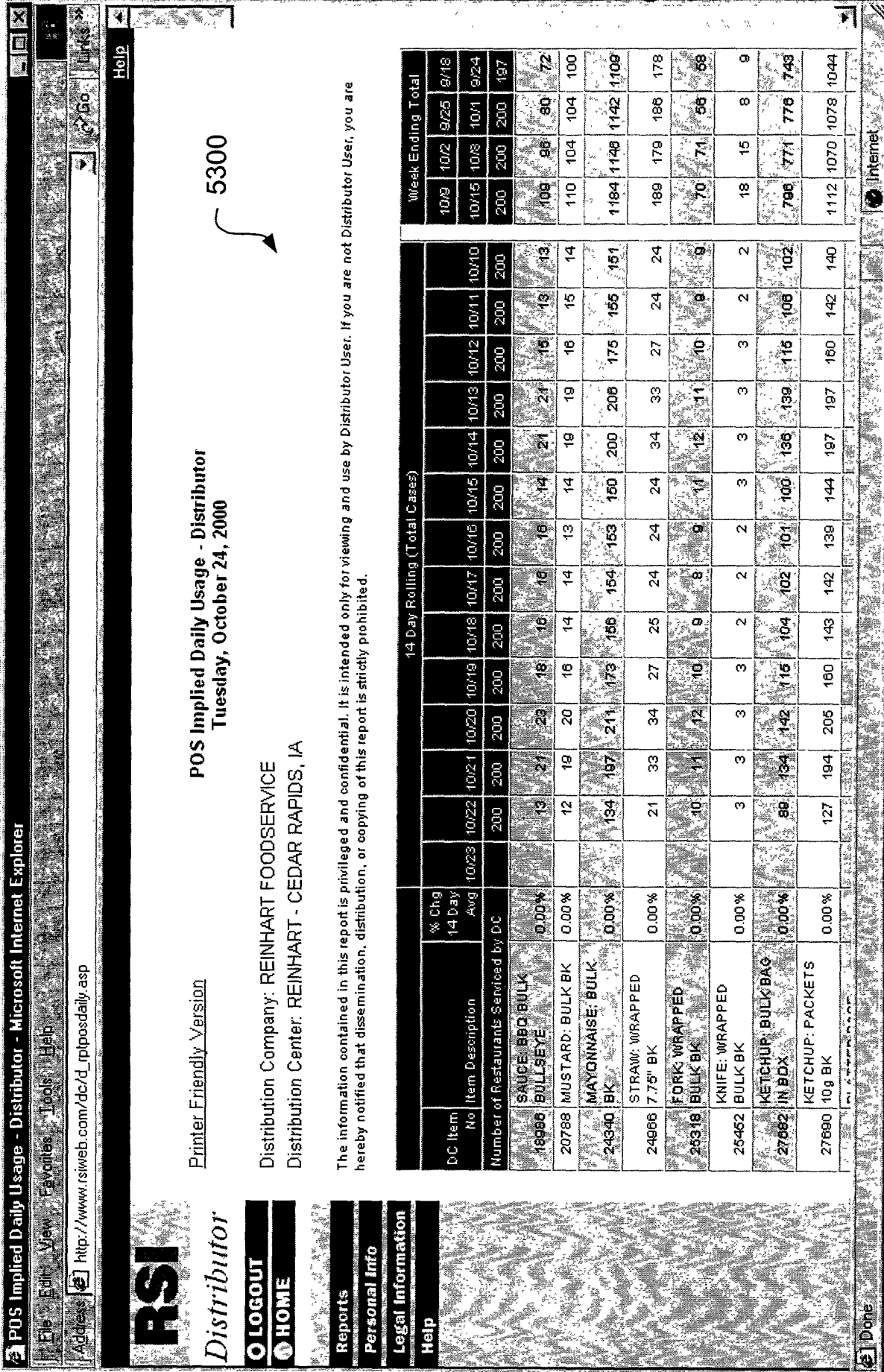


FIG. 53

**RSI**

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# REINHART - CEDAR RAPIDS, IA

## Local Promotion Summary by DC

Tuesday, October 24, 2000

5400

The information contained in this report is privileged and confidential. It is intended only for viewing and use by Distributor. If you are not Distributor, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.

Local Promotion Option	ADI	Chicago, IL	Davenport-Rt-Moline, IA	Des Moines-Ames, IA	Omaha, NE	Peoria, IL	Sioux City, IA	Springfield-Decatur-Chmpg, IL	Start Date	Projected Dly Usage	Duration (In Weeks)	Participating Rest Count	Non-Participating Restaurants
32 oz. Motor Cup									5/1/00	85	99	8	
									6/1/00	85	32	17	
									7/1/00	85	17	28	
									7/1/00	85	17	50	
									6/1/00	85	99	17	
									6/26/00	85	99	10	
									6/1/00	85	99	1	
32 oz. Motor Cup Total												131	
Big King									4/15/00		99	19	
									4/15/00		99	17	
									4/15/00		99	3	
Big King Total												39	
Pancake Minis									5/15/00	20	99	8	
									5/1/00	20	99	17	
									4/15/00	20	99	10	
Pancake Minis Total												35	



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POS Implied Daily Usage - Supplier

5500

Supplier: **TYSON FOODS**  **Retrieve**

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**POS Implied Daily Usage - Supplier**  
**Tuesday, October 24, 2000**

Supplier: TYSON FOODS

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[illegible]

Done

Internet

# FIG. 55



# Restaurant Landed Cost Verification Report - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address: [http://www.rsiweb.com/fran/l\\_rptlc.asp?report=true](http://www.rsiweb.com/fran/l_rptlc.asp?report=true)

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## Landed Cost Report

5600

Restaurant Number:

0003473

Date:

10/22/00

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Printer Friendly Version

### Restaurant Landed Cost Verification Report

Report Date: Sunday, October 22, 2000

Restaurant Number: 0003473

Distribution Center: REINHART - CEDAR RAPIDS, IA

Report Contact: Robert Harris  
Contact Number: 305-529-3409

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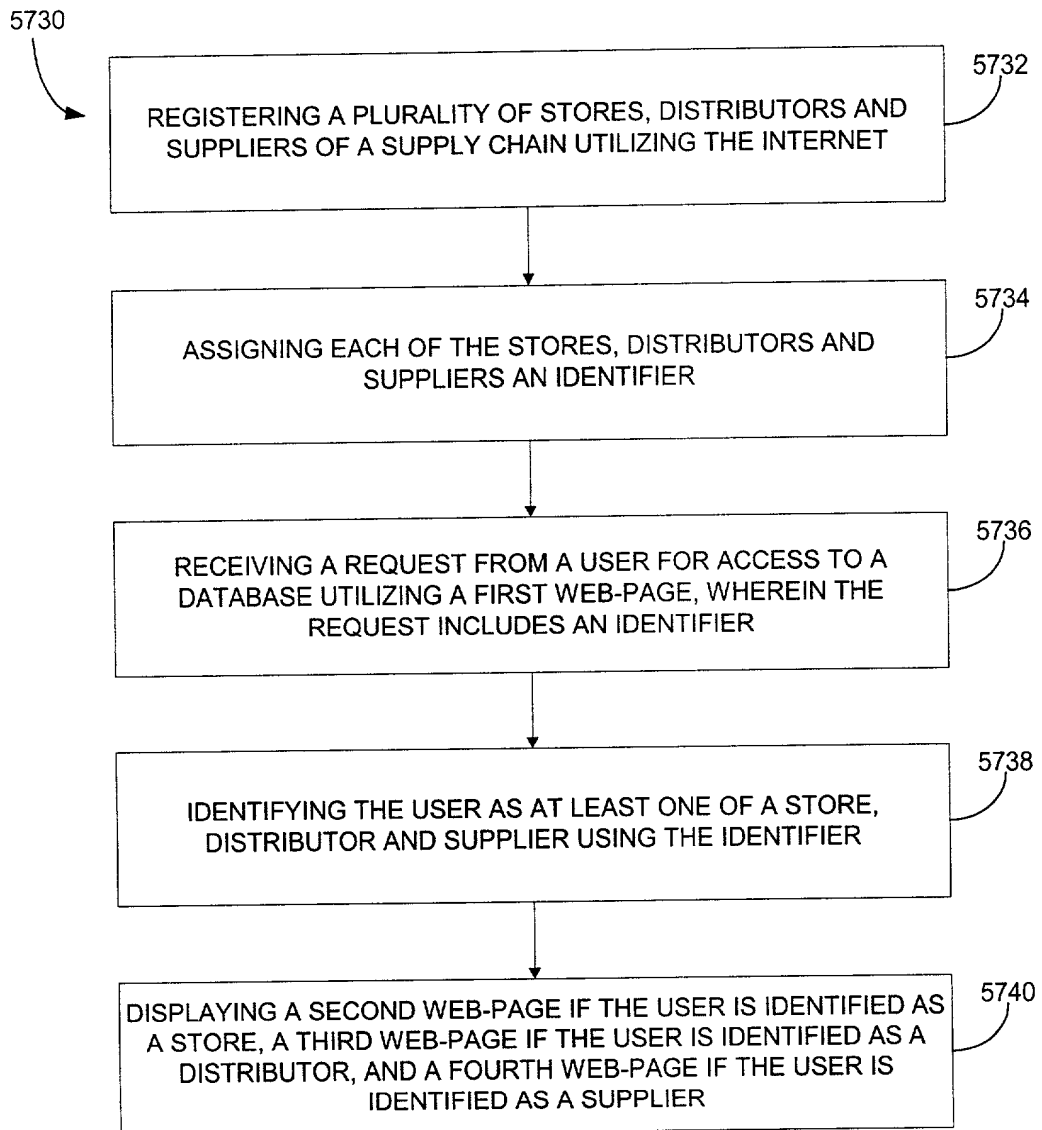
DC Item No	RSI Item No	RSI Item Description	DC Cost	Markup	Rest Cost
10340	4439	REGISTER TAPE THERMAL 2 25" X 155	\$21.27	\$1.57	\$22.84
12860	3686	SUGAR SUBSTITUTE-PINK PKT 2000 CT	\$5.87	\$1.57	\$7.44
18086	369	SAUCE-BULK-KRAFTBULLSEYE	\$24.48	\$1.57	\$26.05
19432	4473	COFFEE-FOLGERS REGULAR	\$44.50	\$1.57	\$46.07
20788	67	MUSTARD-BULK 3 GAL	\$6.45	\$1.57	\$8.02
20840	4281	WRAP-LOCAL OPTION	\$28.78	\$1.57	\$31.35
24340	66	SAUCE-BULK MAYONNAISE	\$7.81	\$1.57	\$9.38
24600	4270	WATER-ICE MOUNTAIN .5L	\$6.41	\$1.57	\$7.98

Done

Internet

FIG. 56





**FIG. 57**

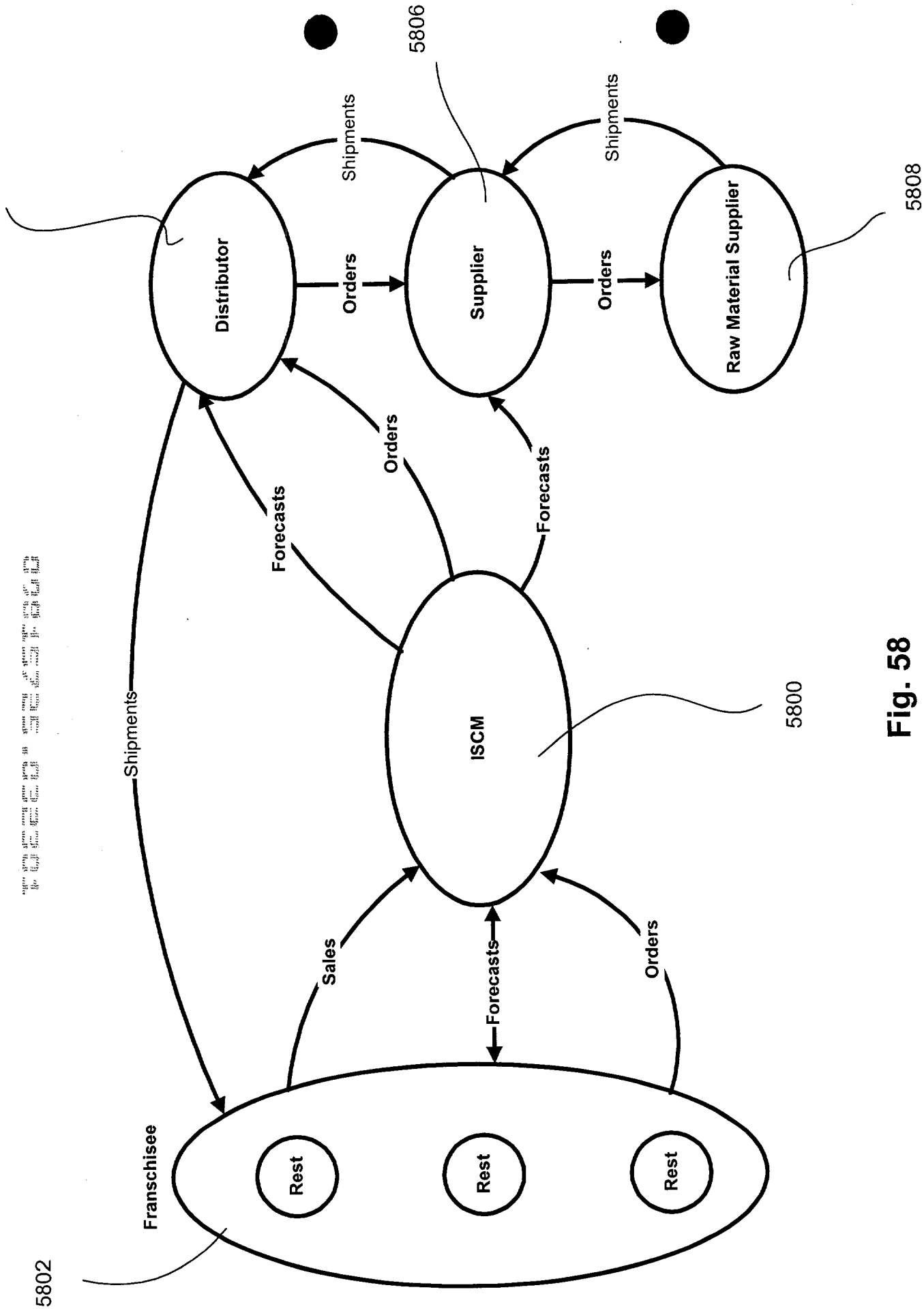
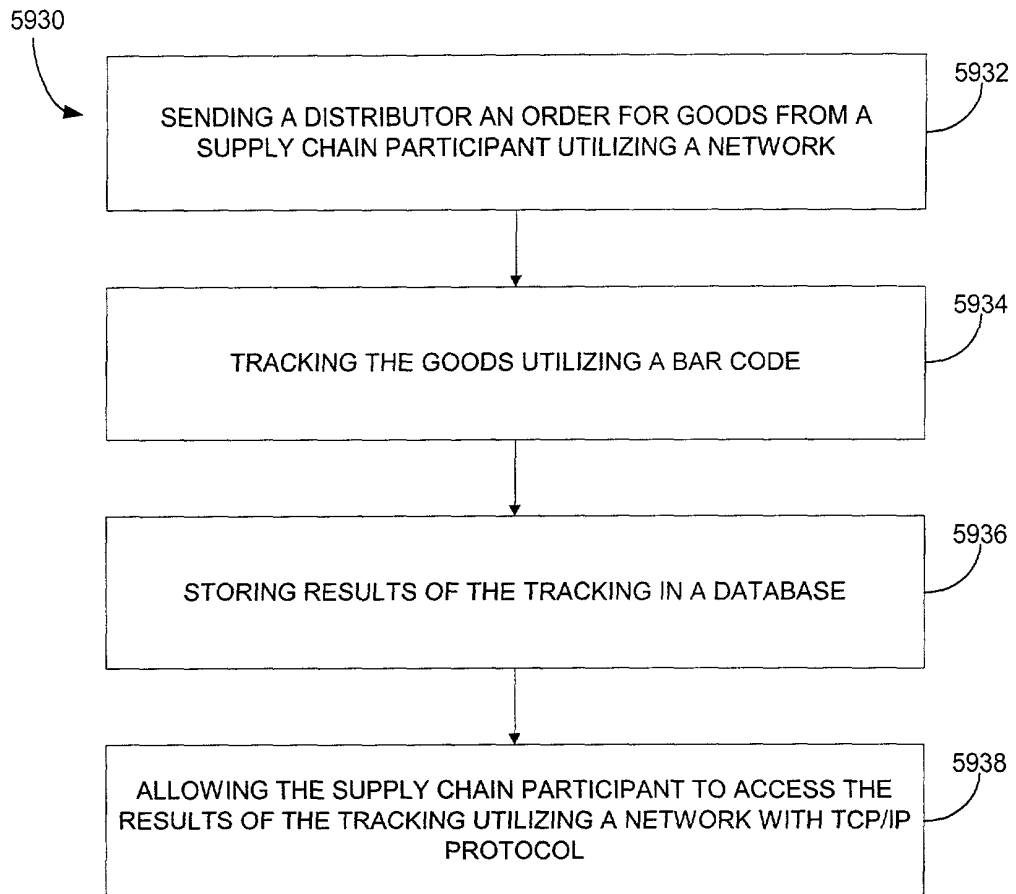


Fig. 58



**FIG. 59**

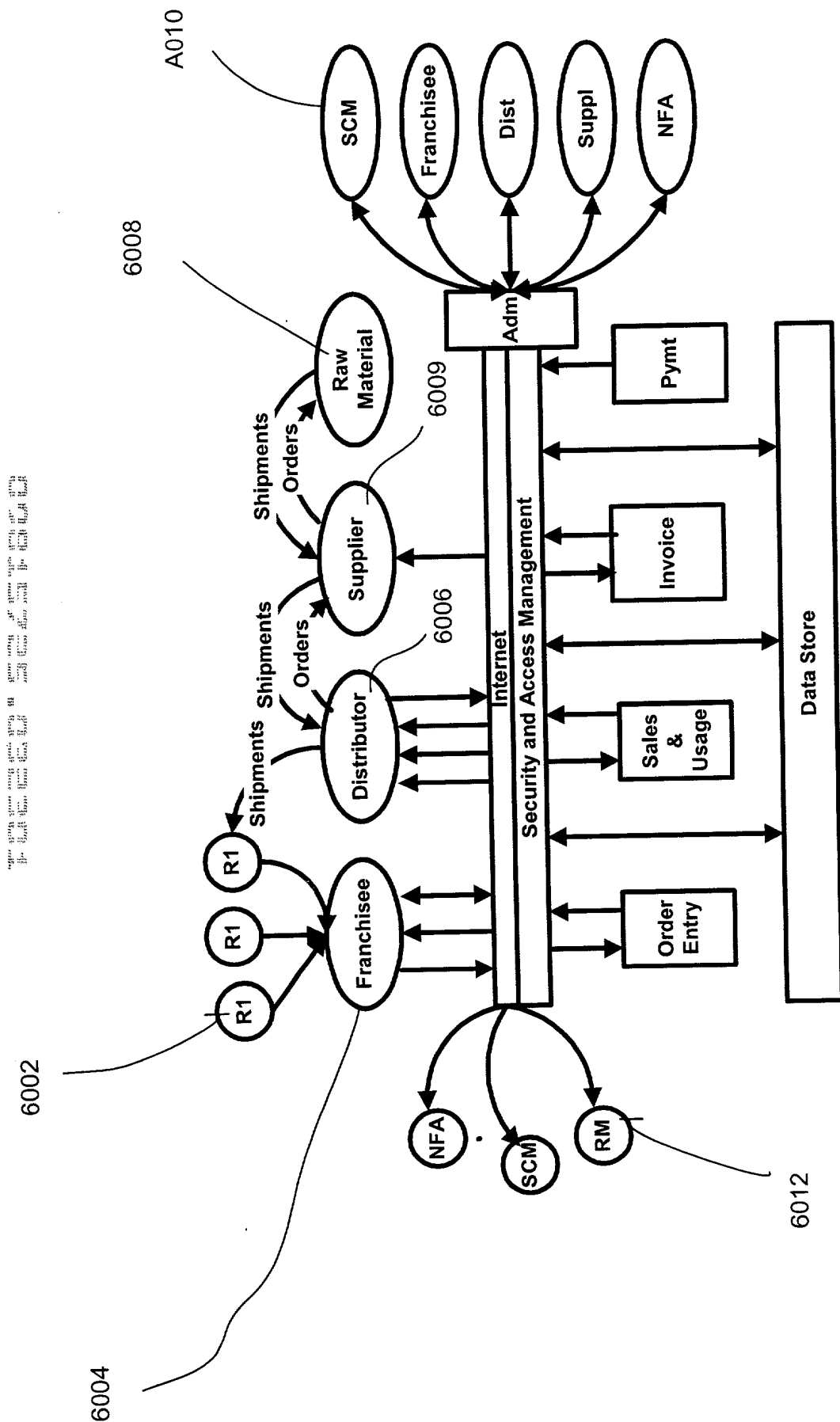


Fig. 60

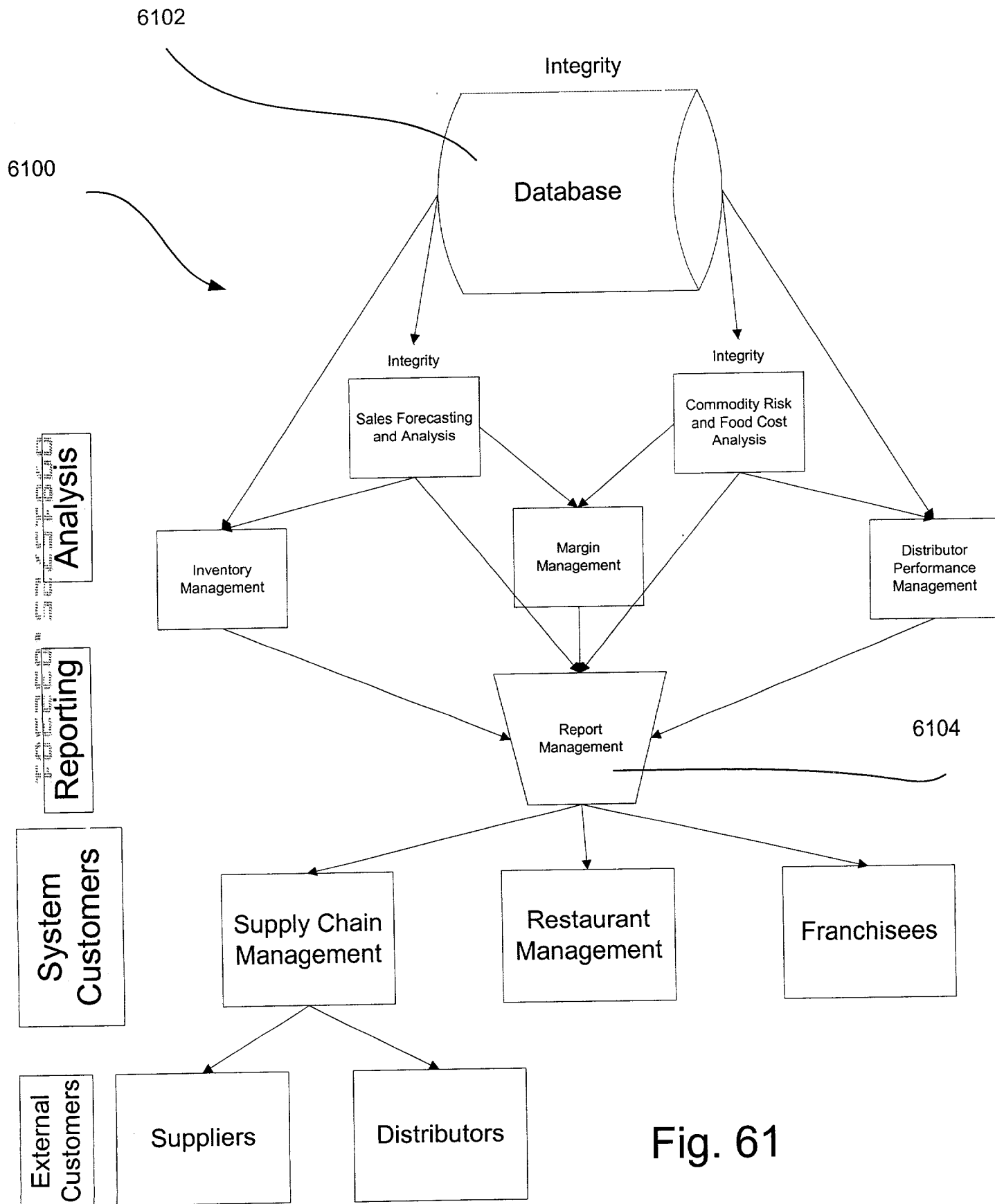
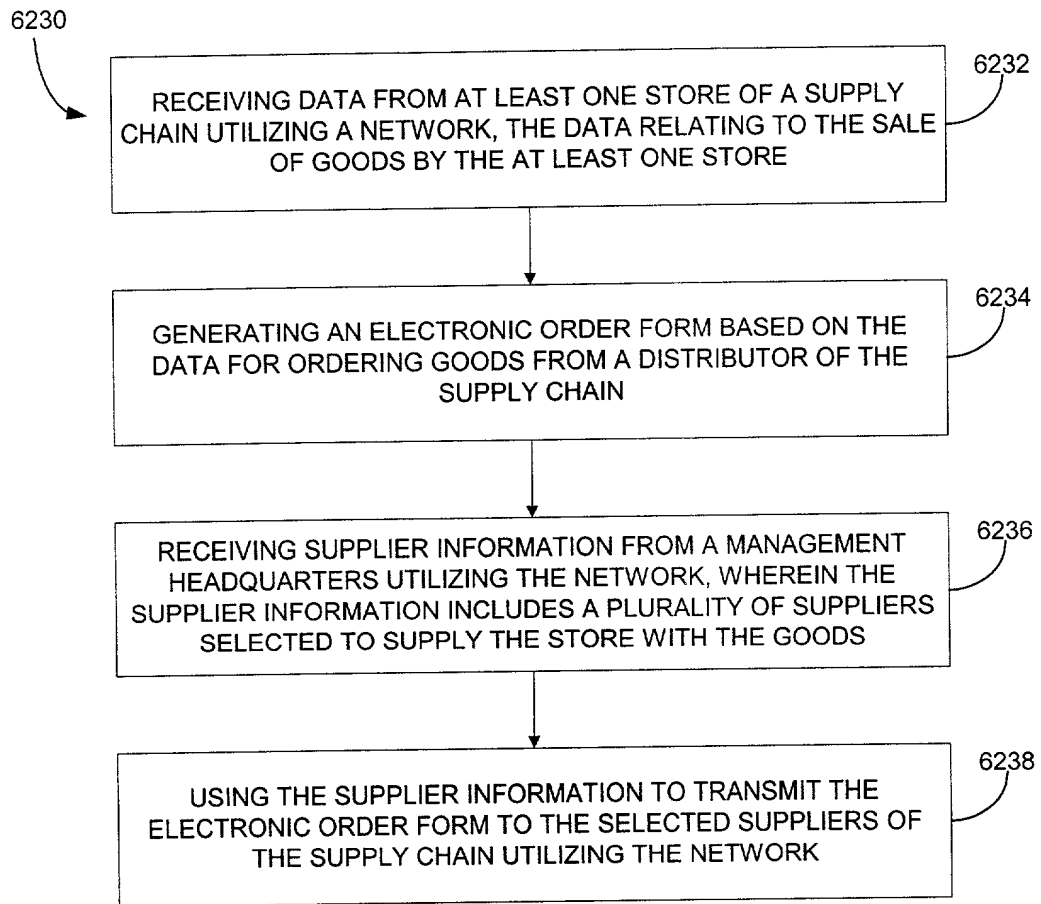


Fig. 61



**FIG. 62**

6300

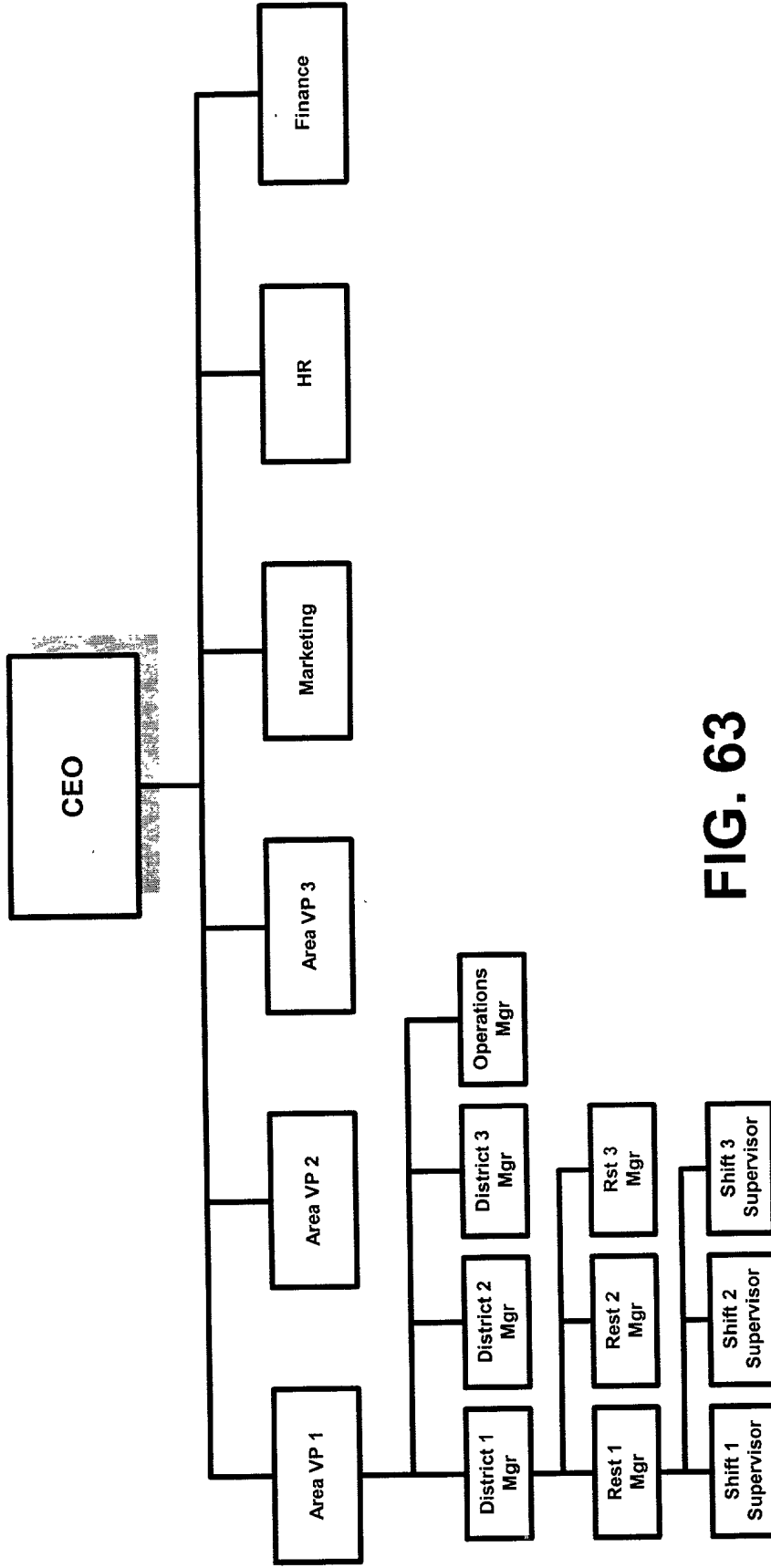
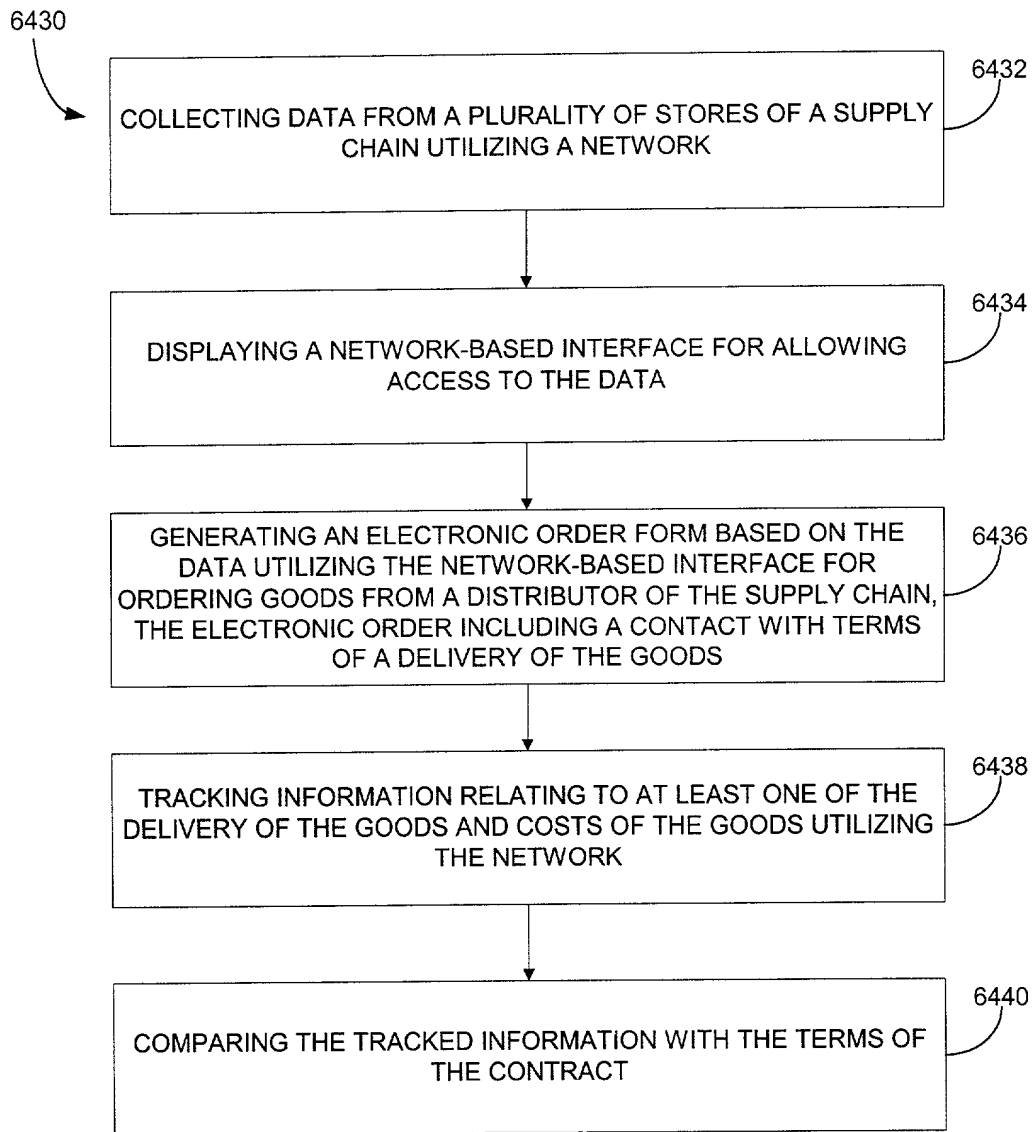
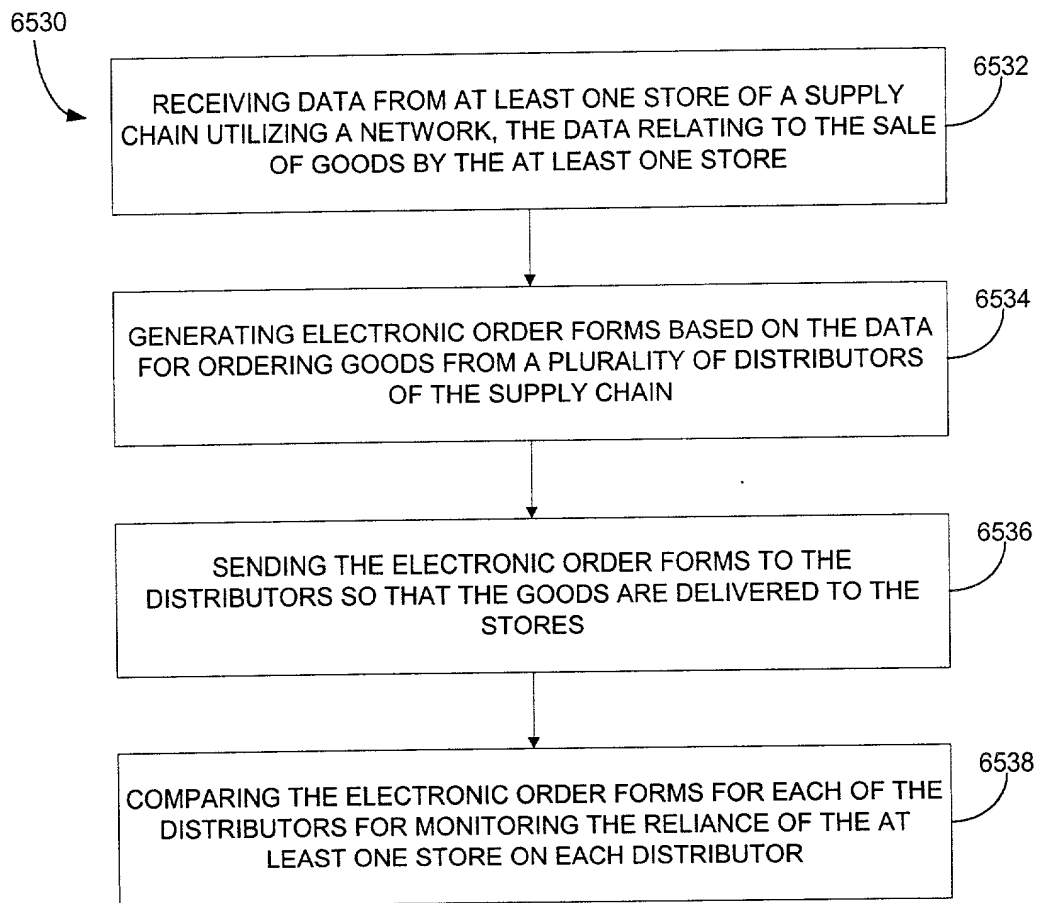


FIG. 63

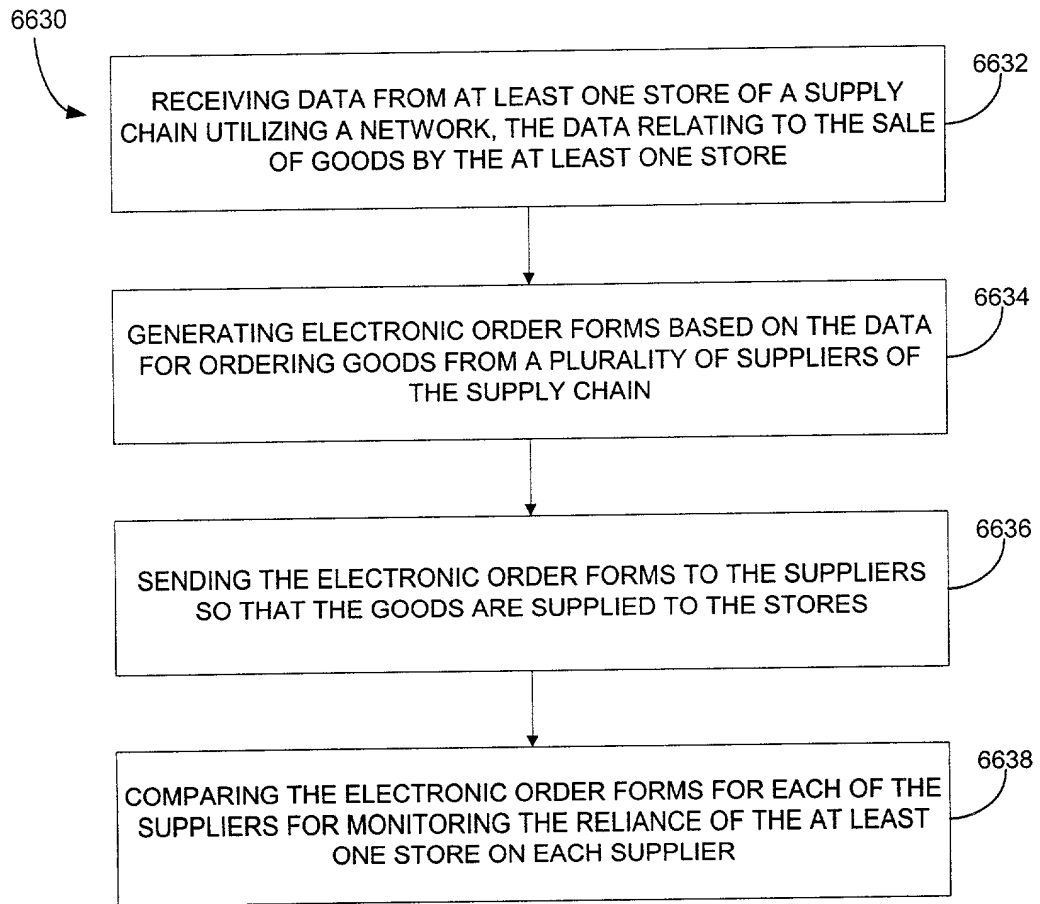


**FIG. 64**

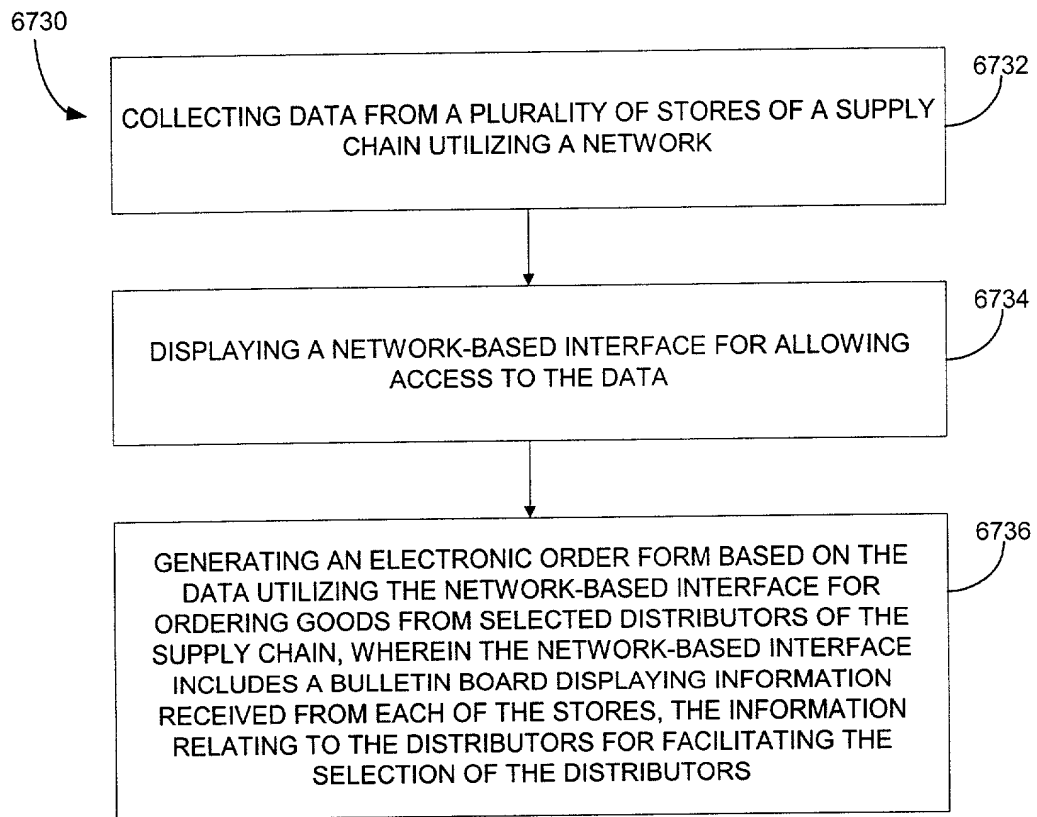




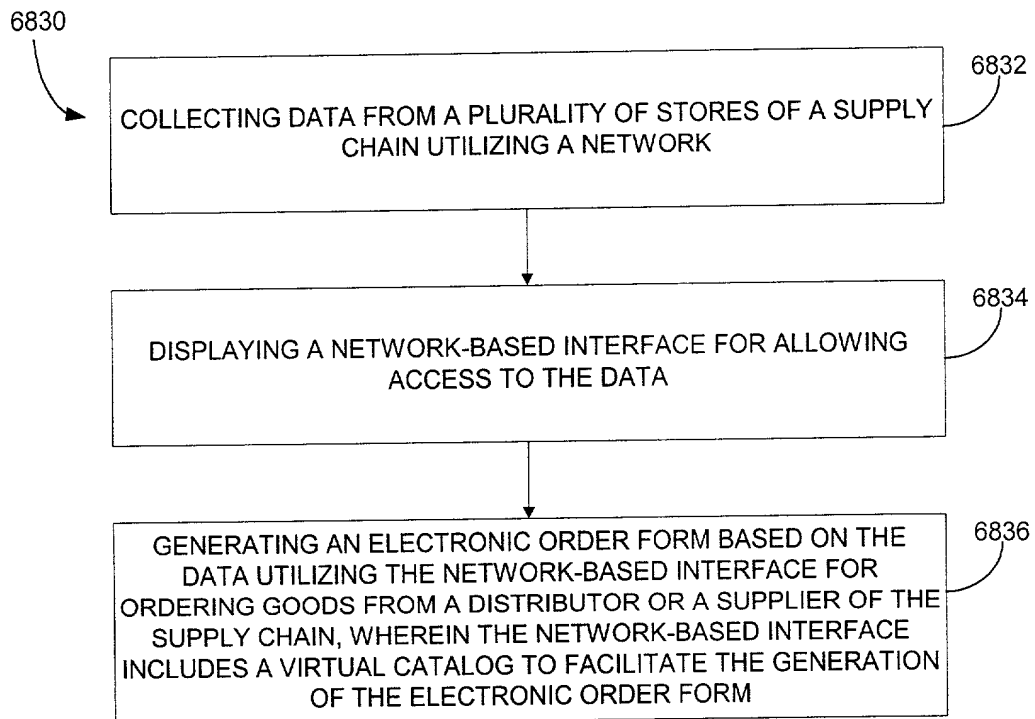
**FIG. 65**



**FIG. 66**

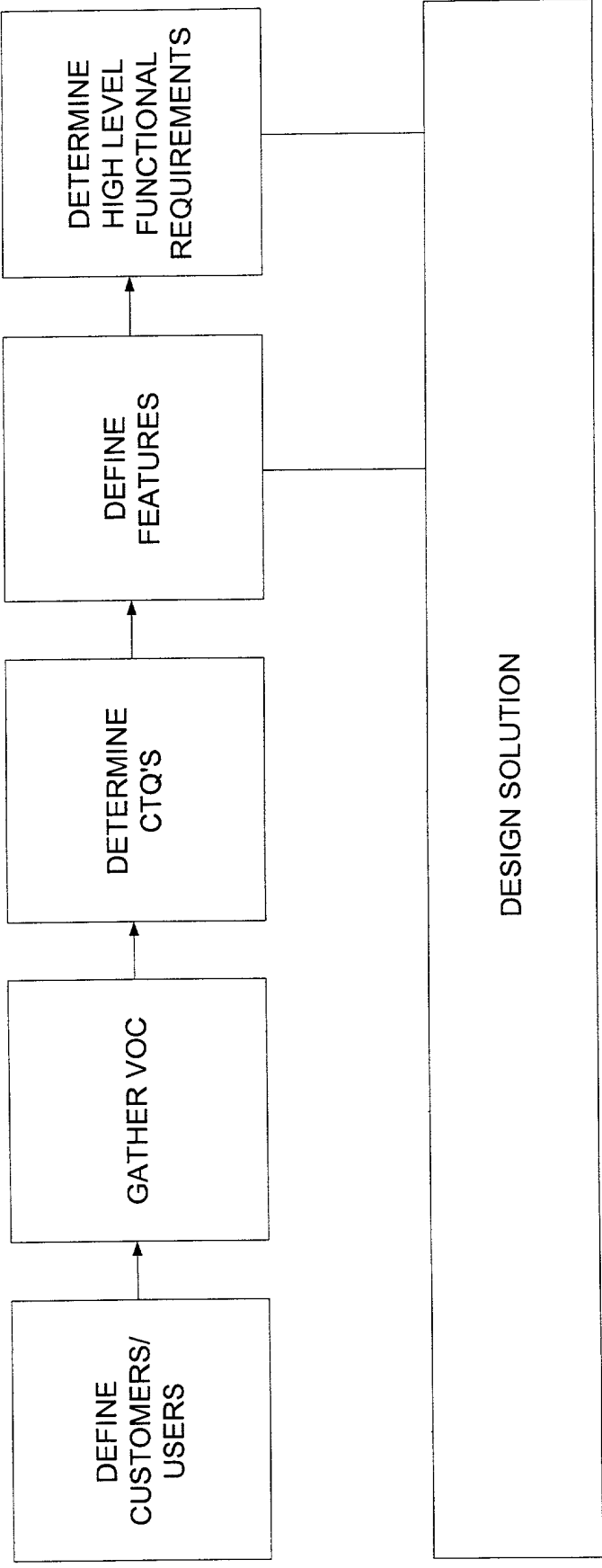


**FIG. 67**

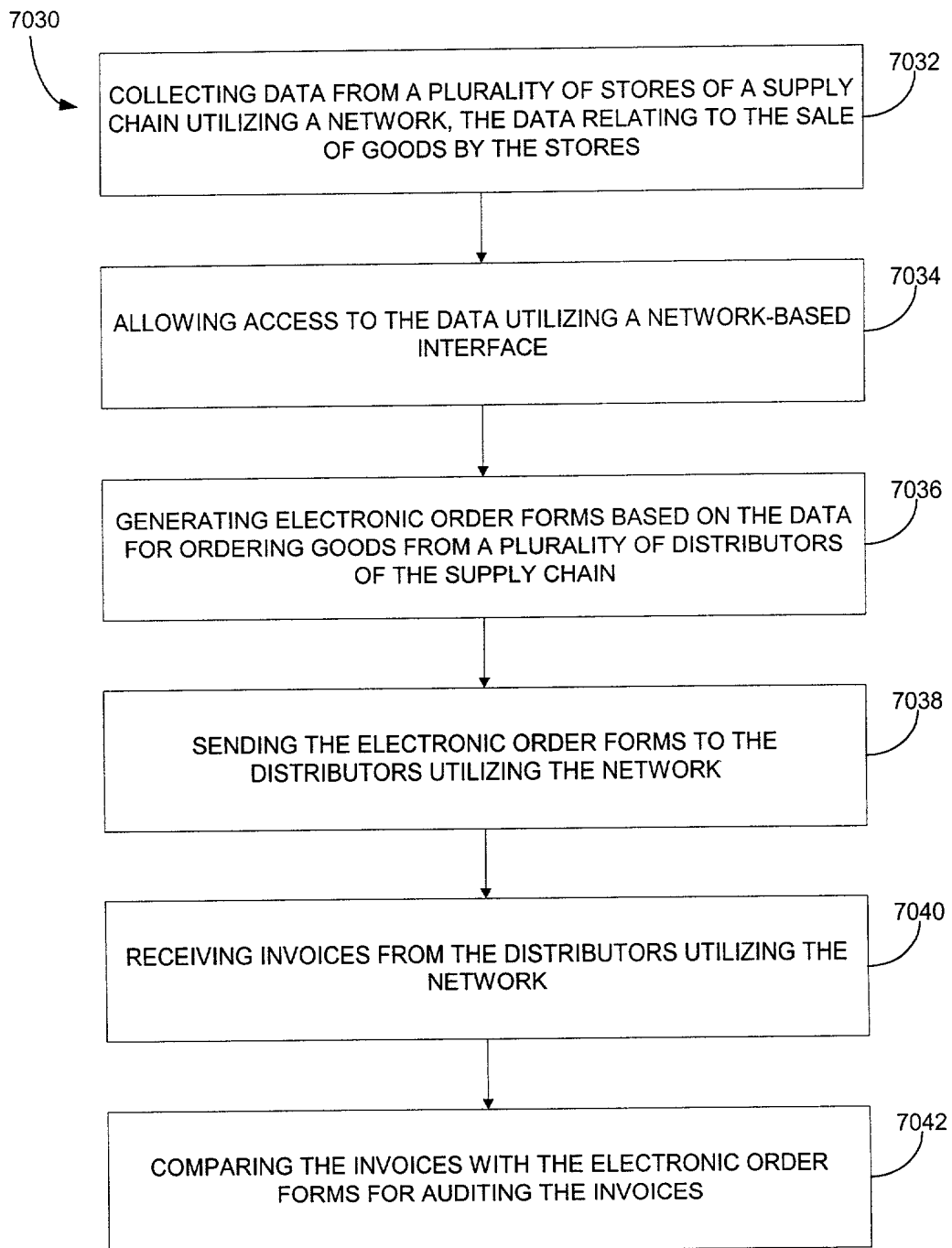


**FIG. 68**

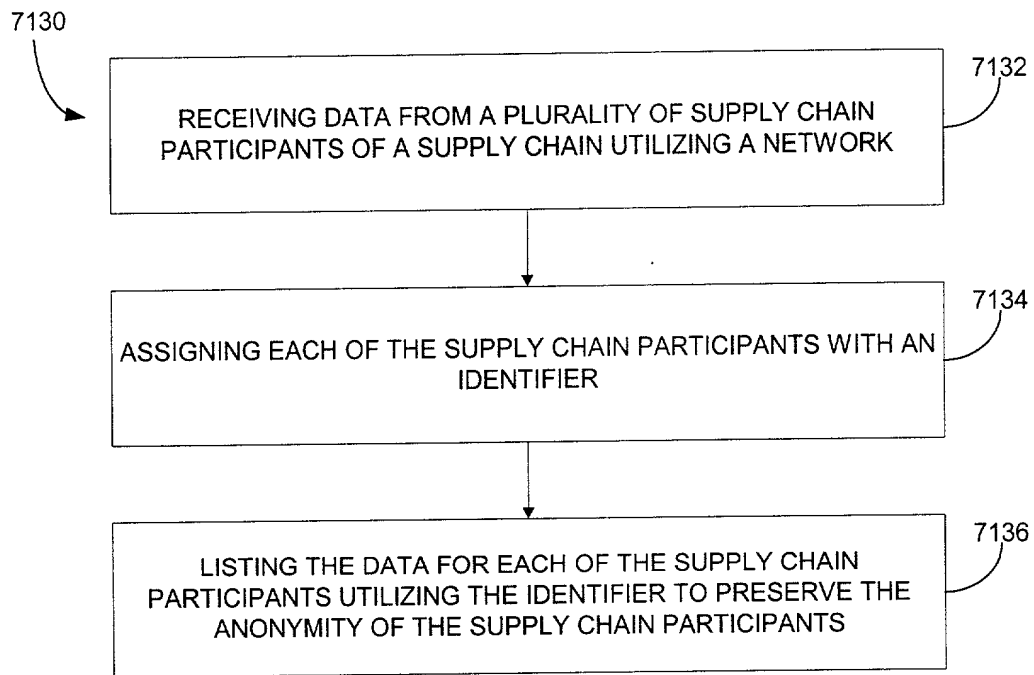
6900 ↪



**FIG. 69**



**FIG. 70**



**FIG. 71**

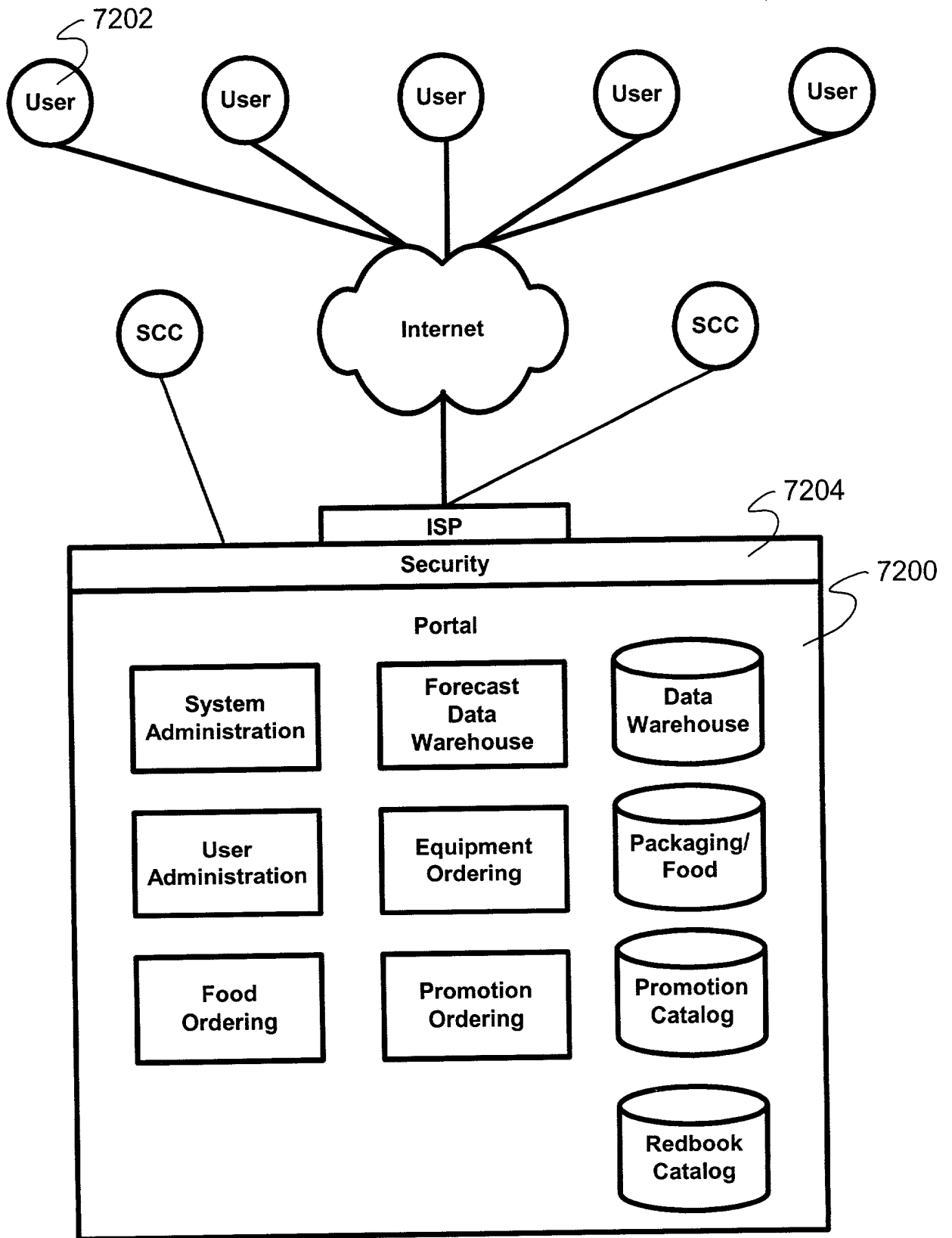


FIG. 72



FIG. 73 is a block diagram of a system architecture for a community management system.

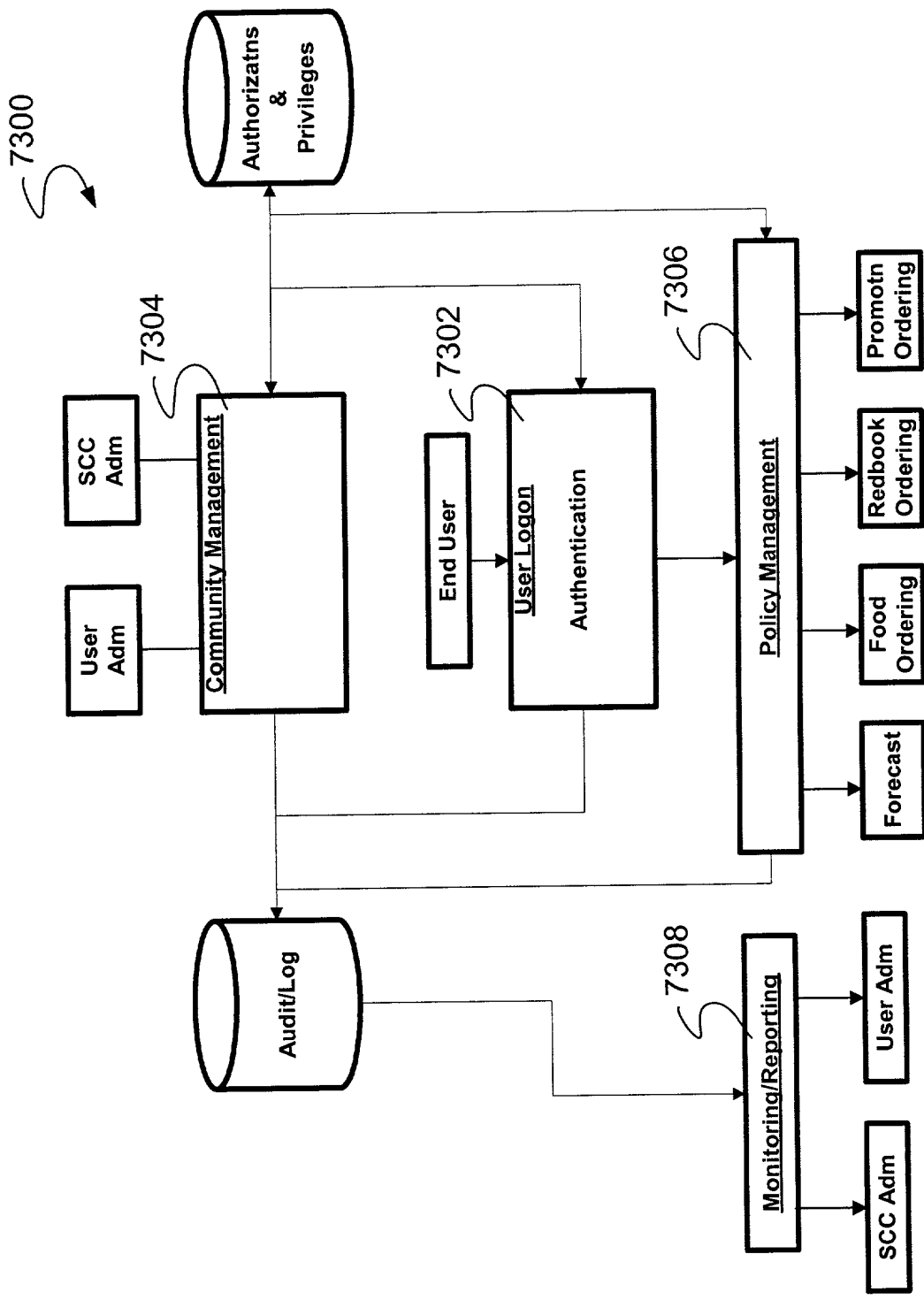


FIG. 73

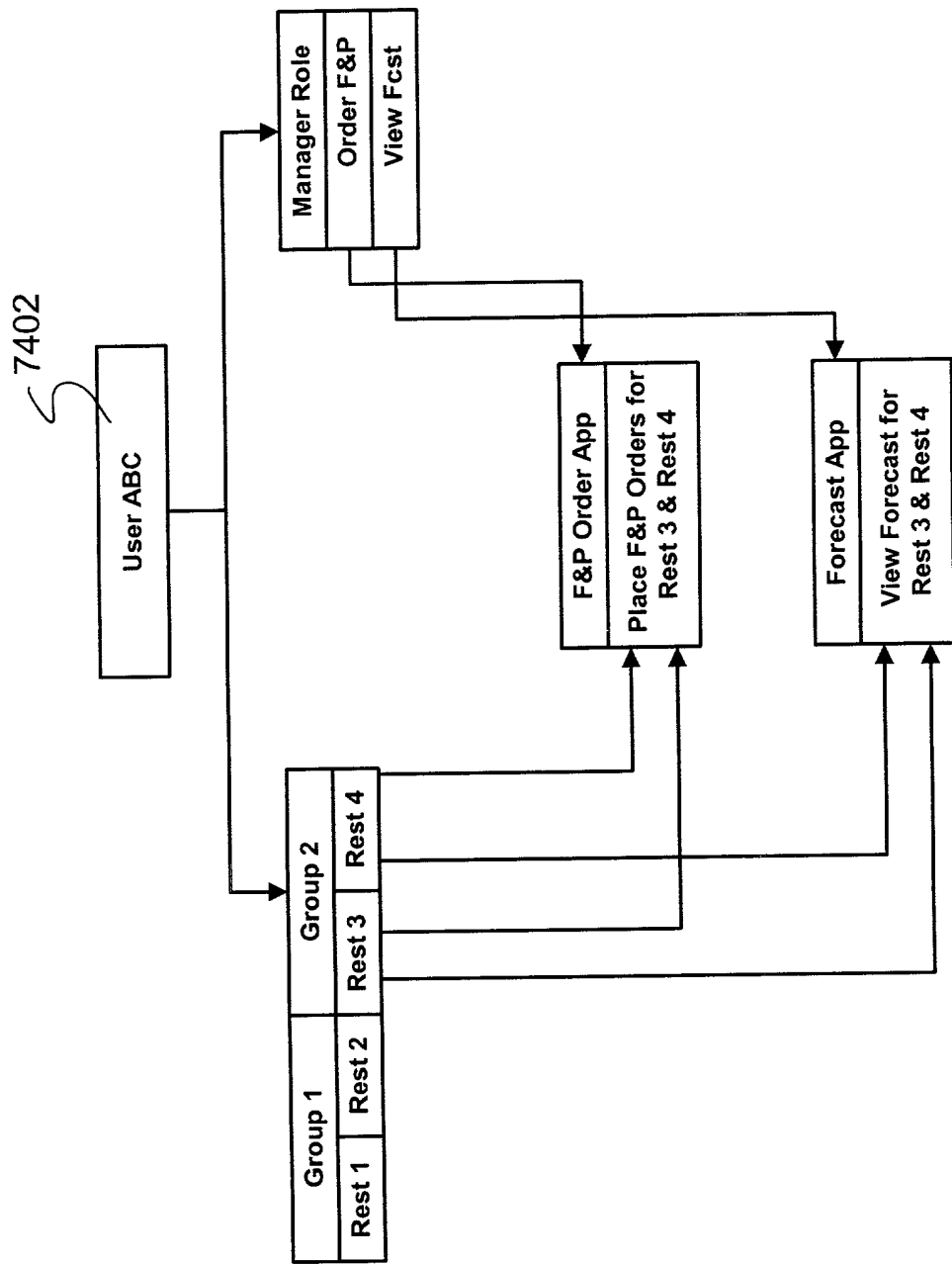
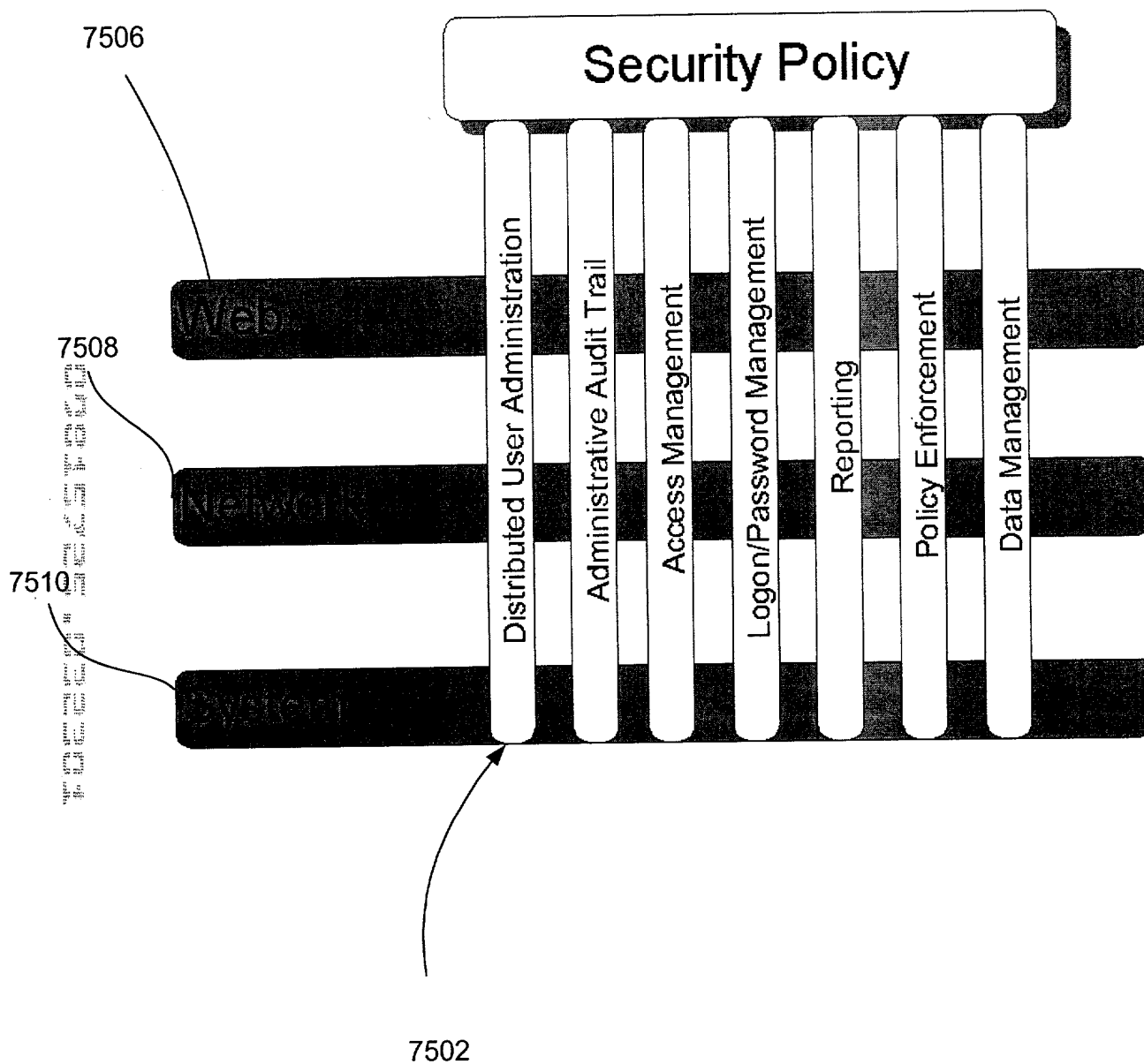
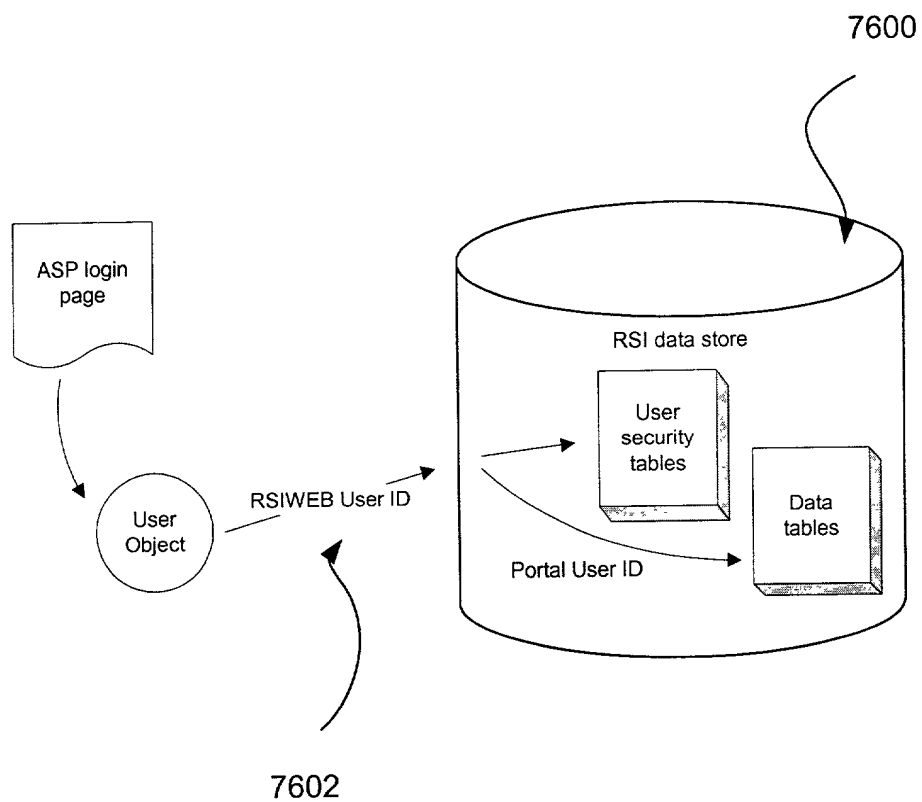


FIG. 74



**Fig. 75**



**Fig. 76**

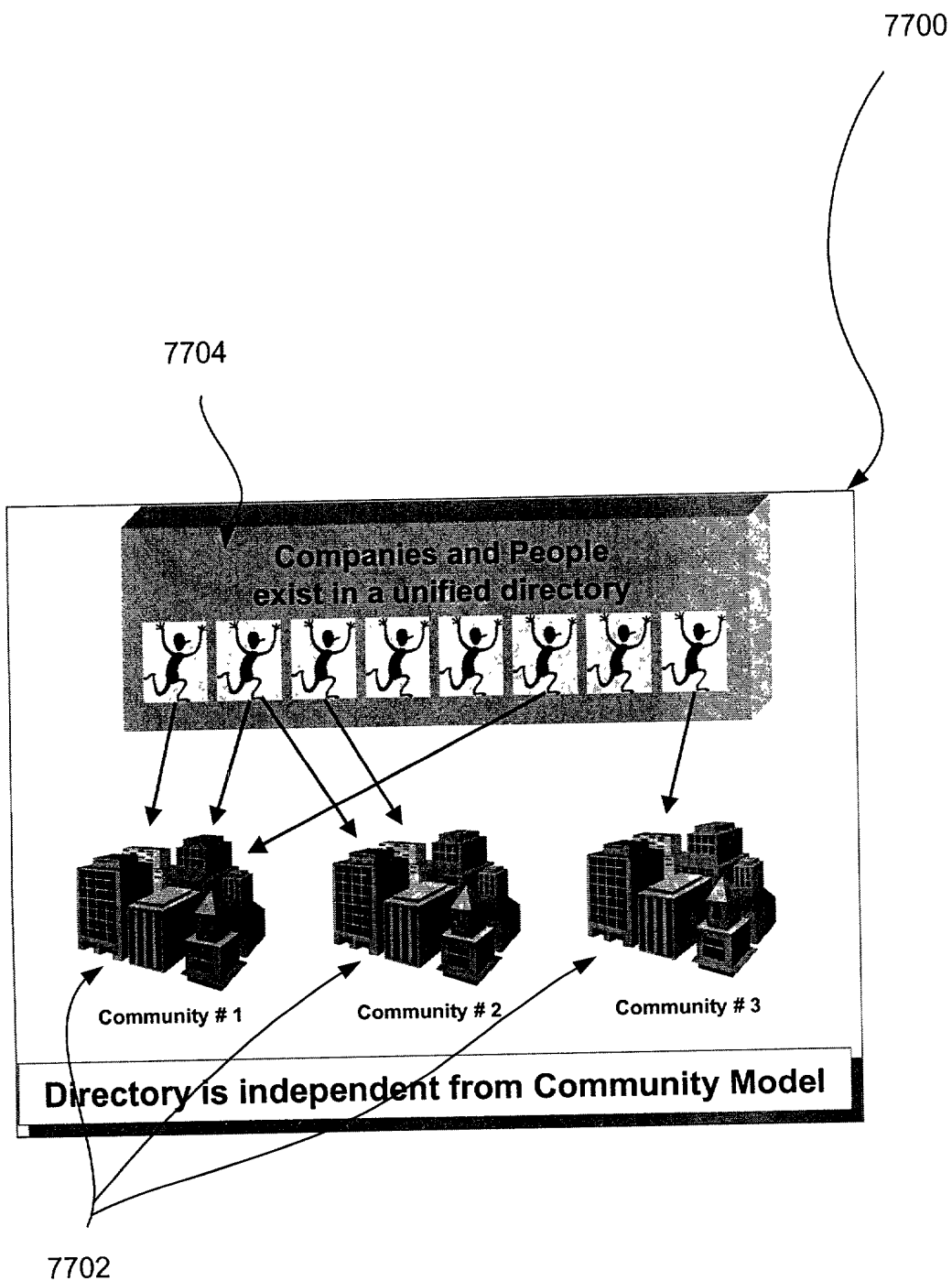


Fig. 77

7800

7802

7804

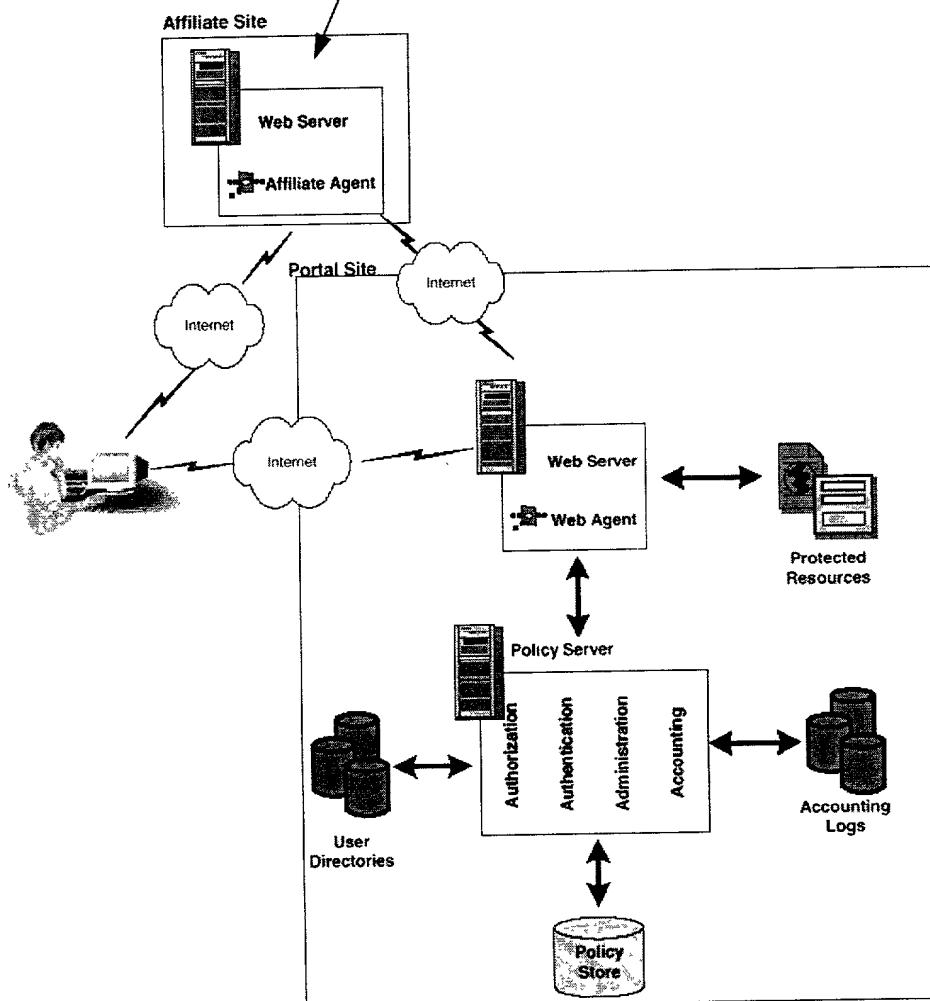
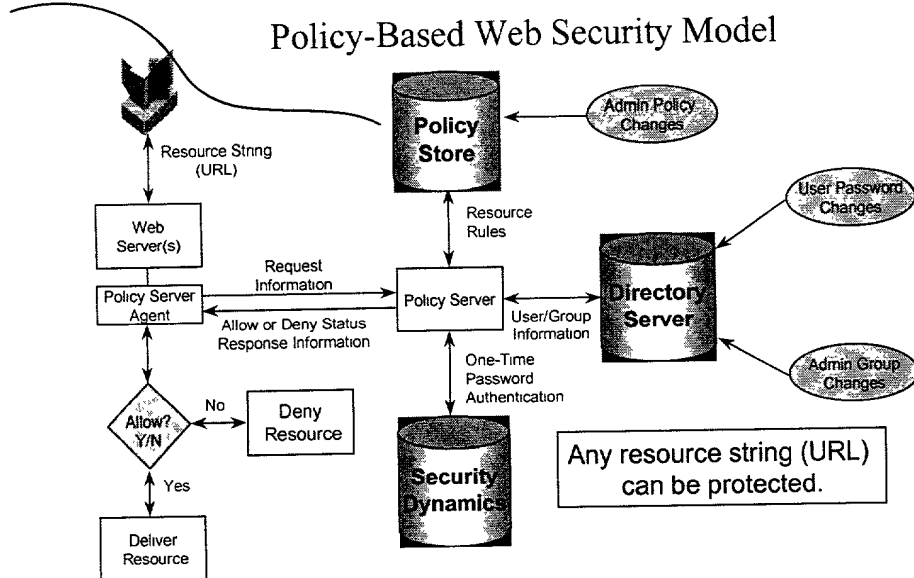


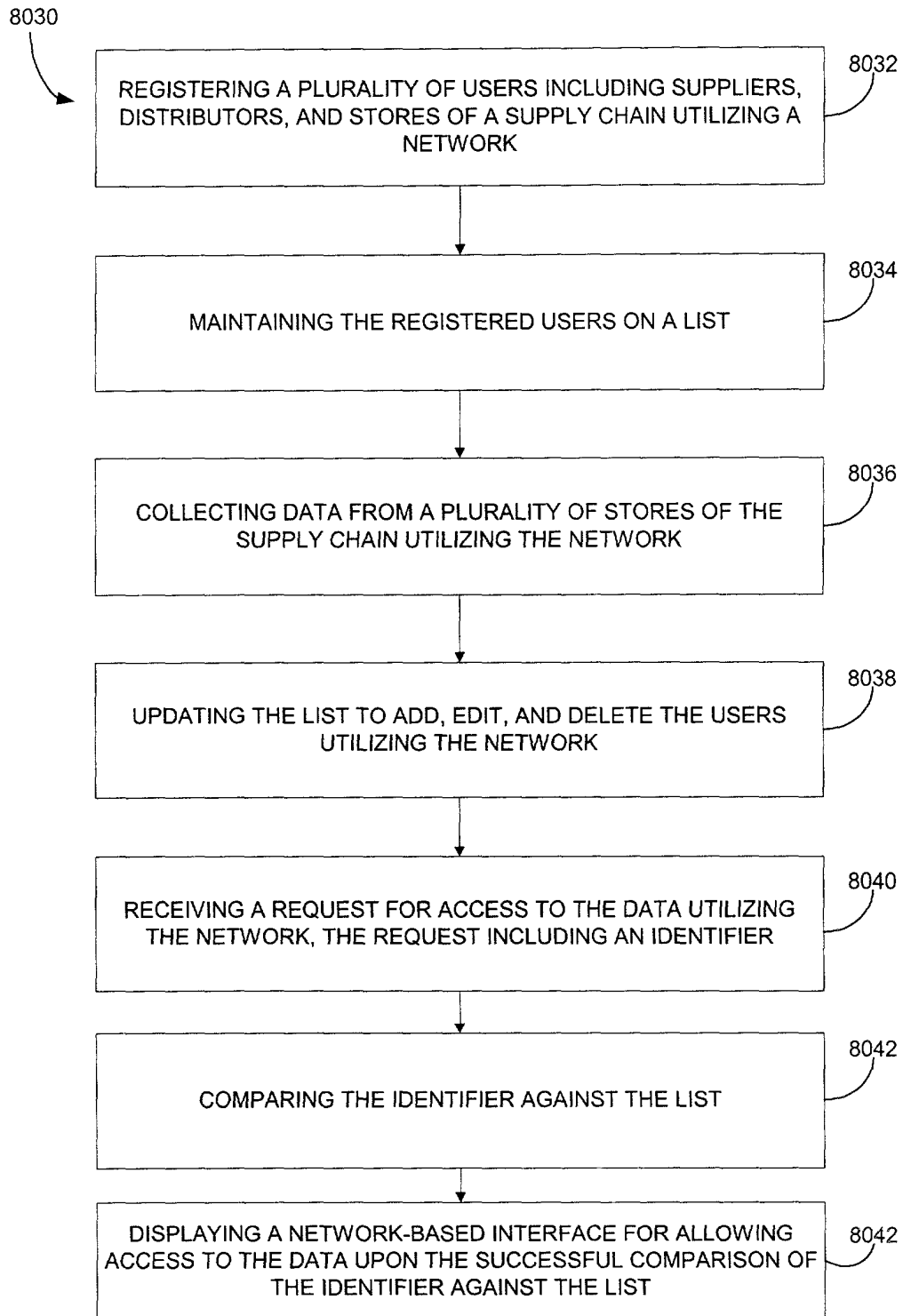
Fig. 78

7900

7902

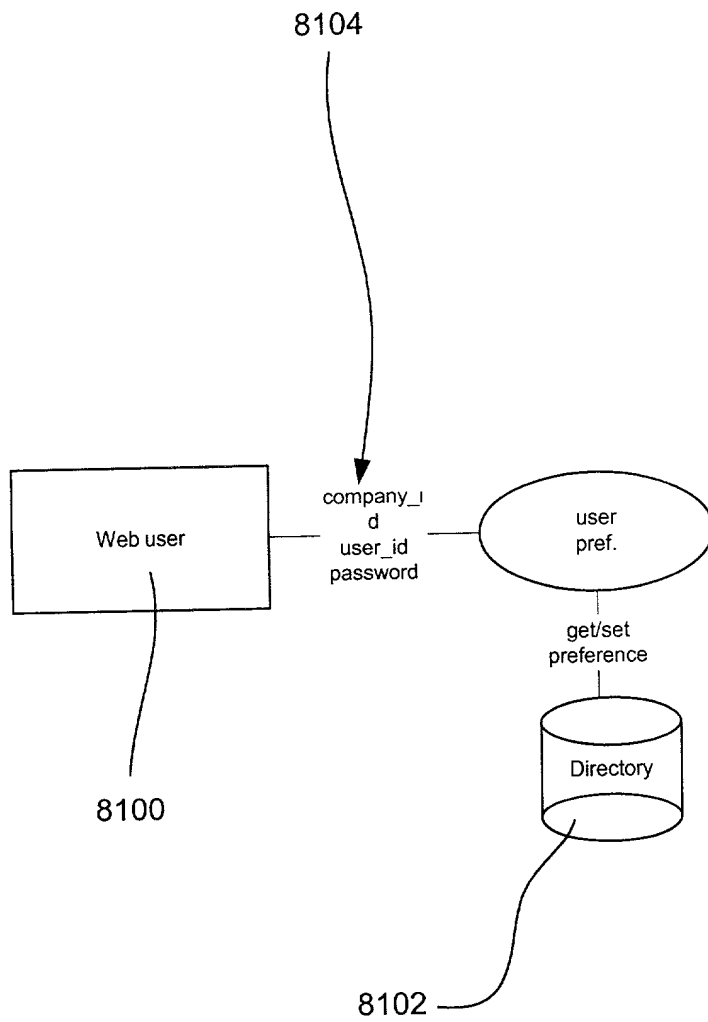


**Fig. 79**



**FIG. 80**





**Fig. 81**

8200

8202

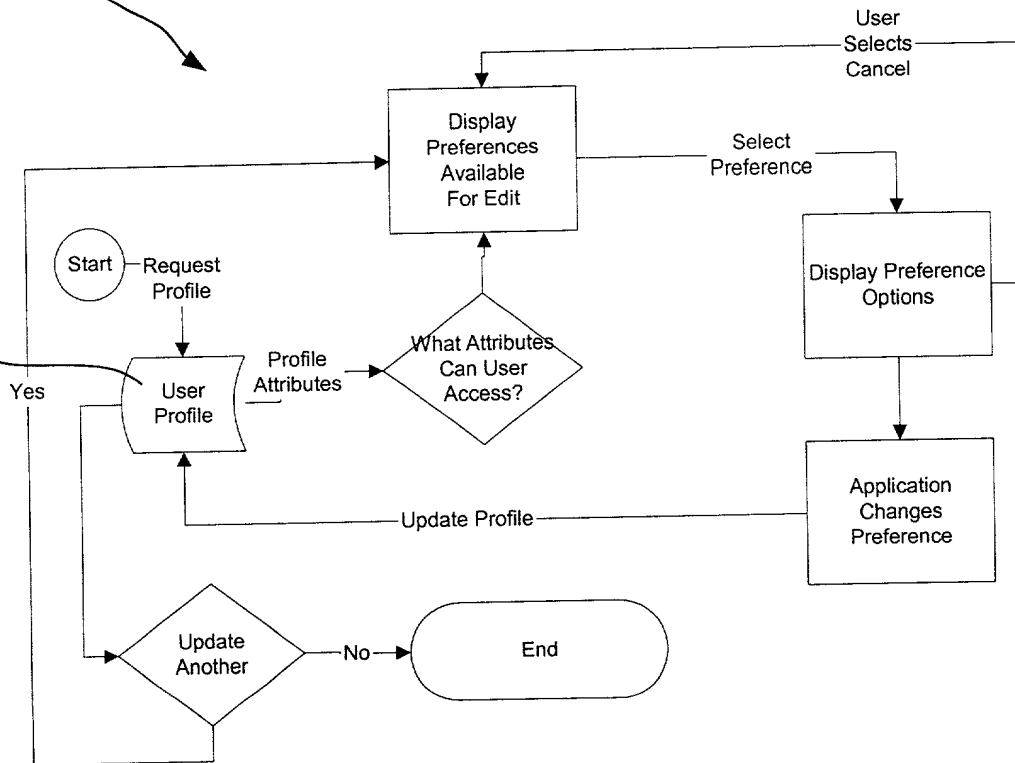
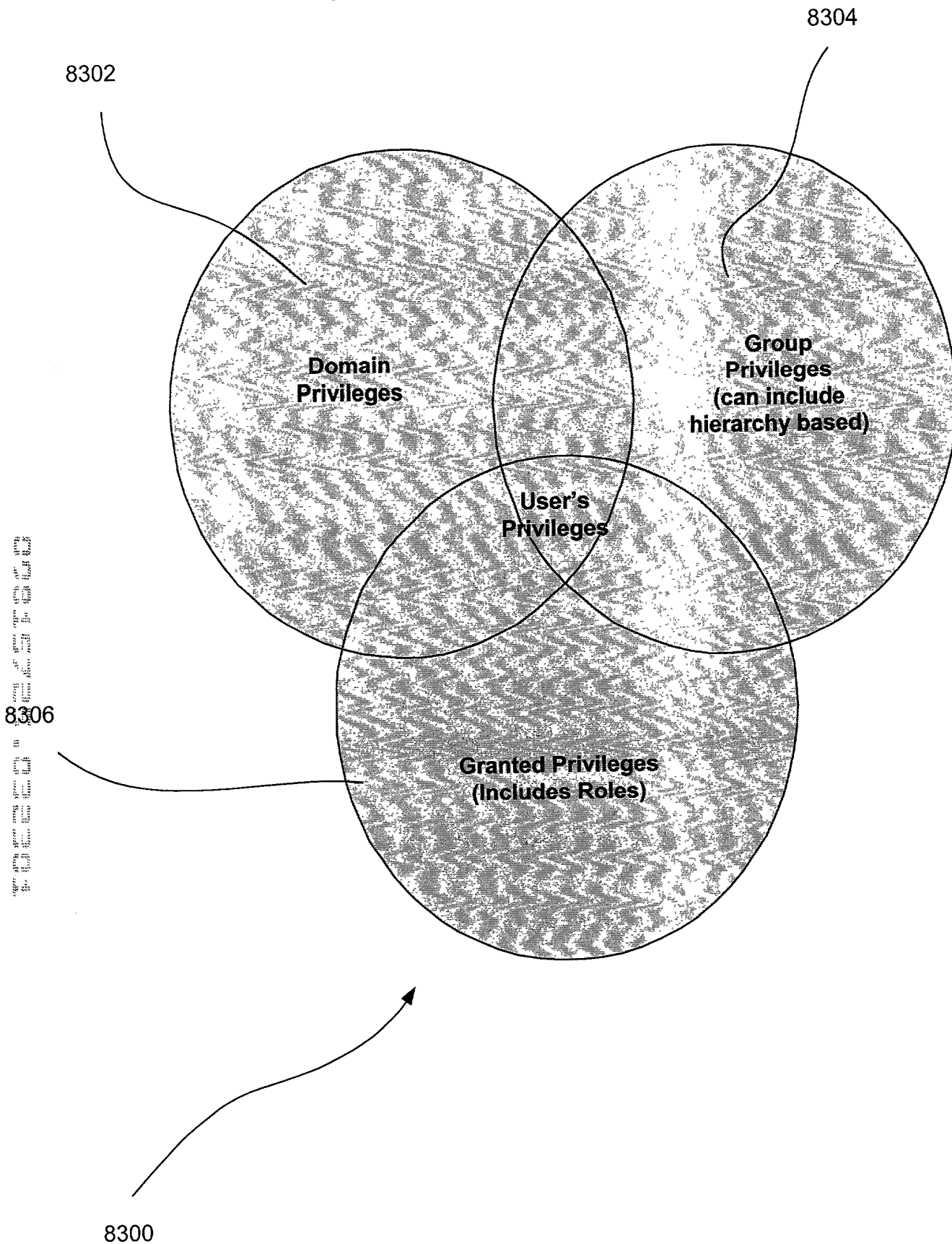
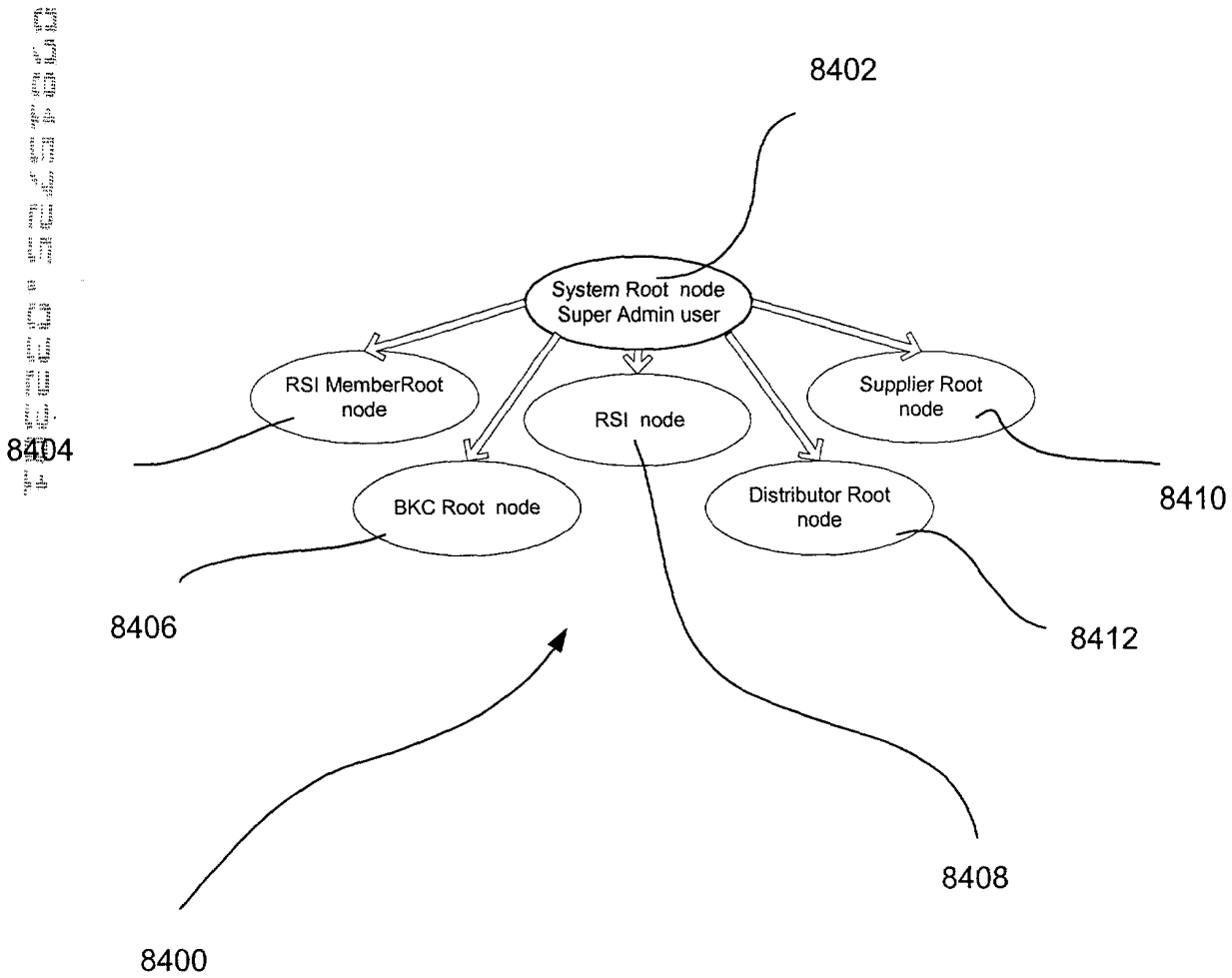


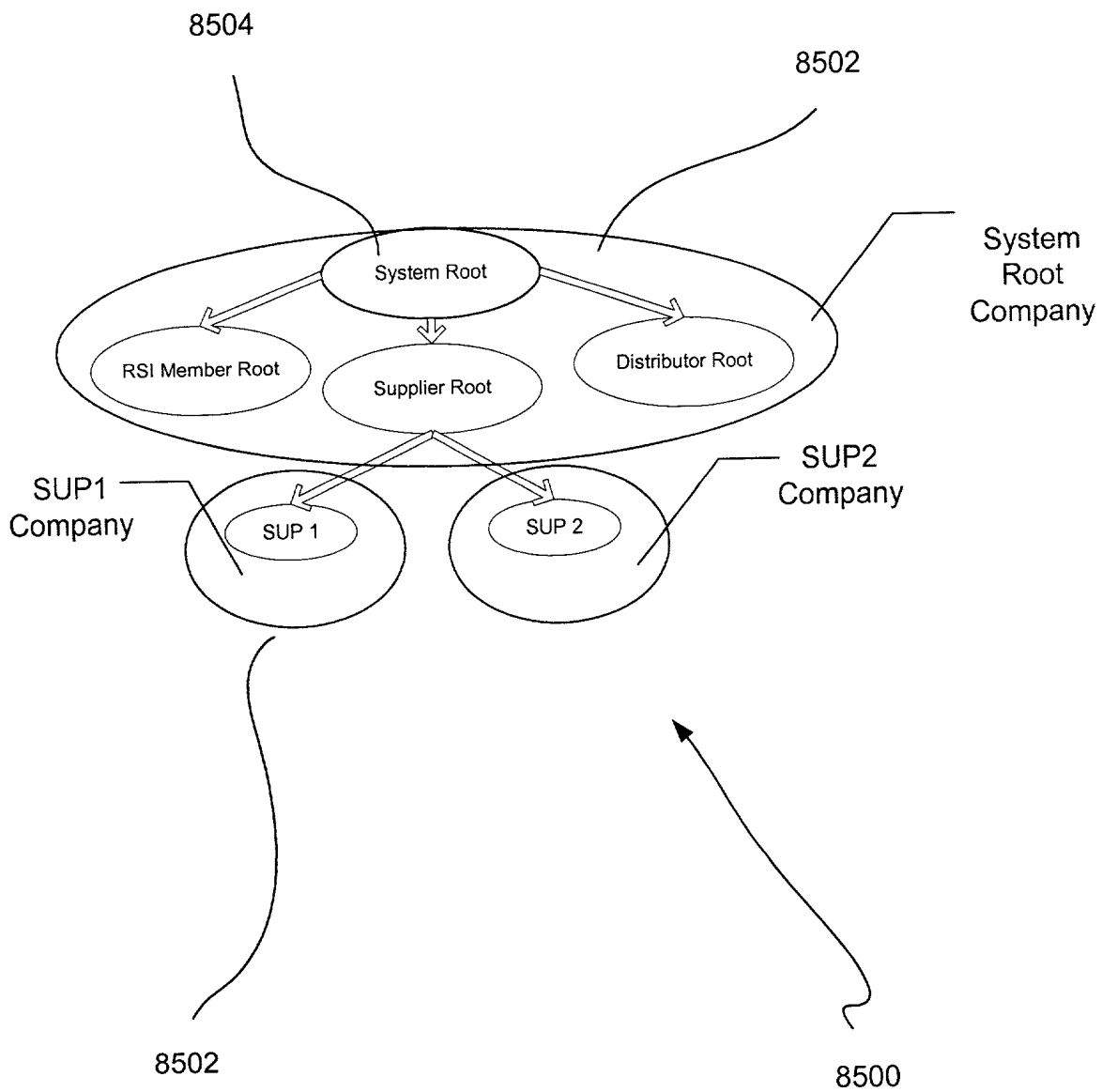
Fig. 82



**Fig. 83**



**Fig. 84**



**Fig. 85**

8600

8602

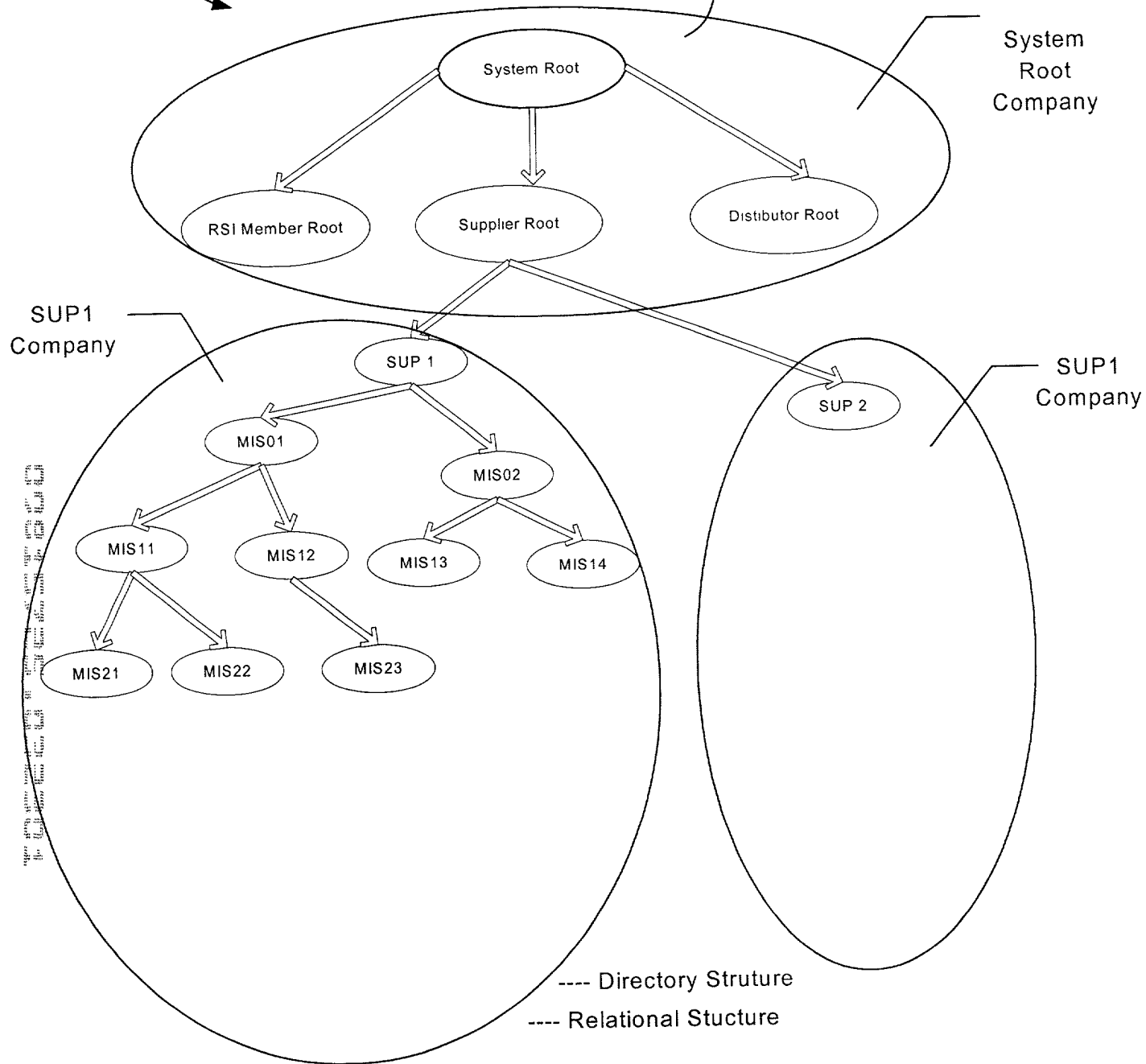


Fig. 86

# Group Hierarchy Management: Data Flow

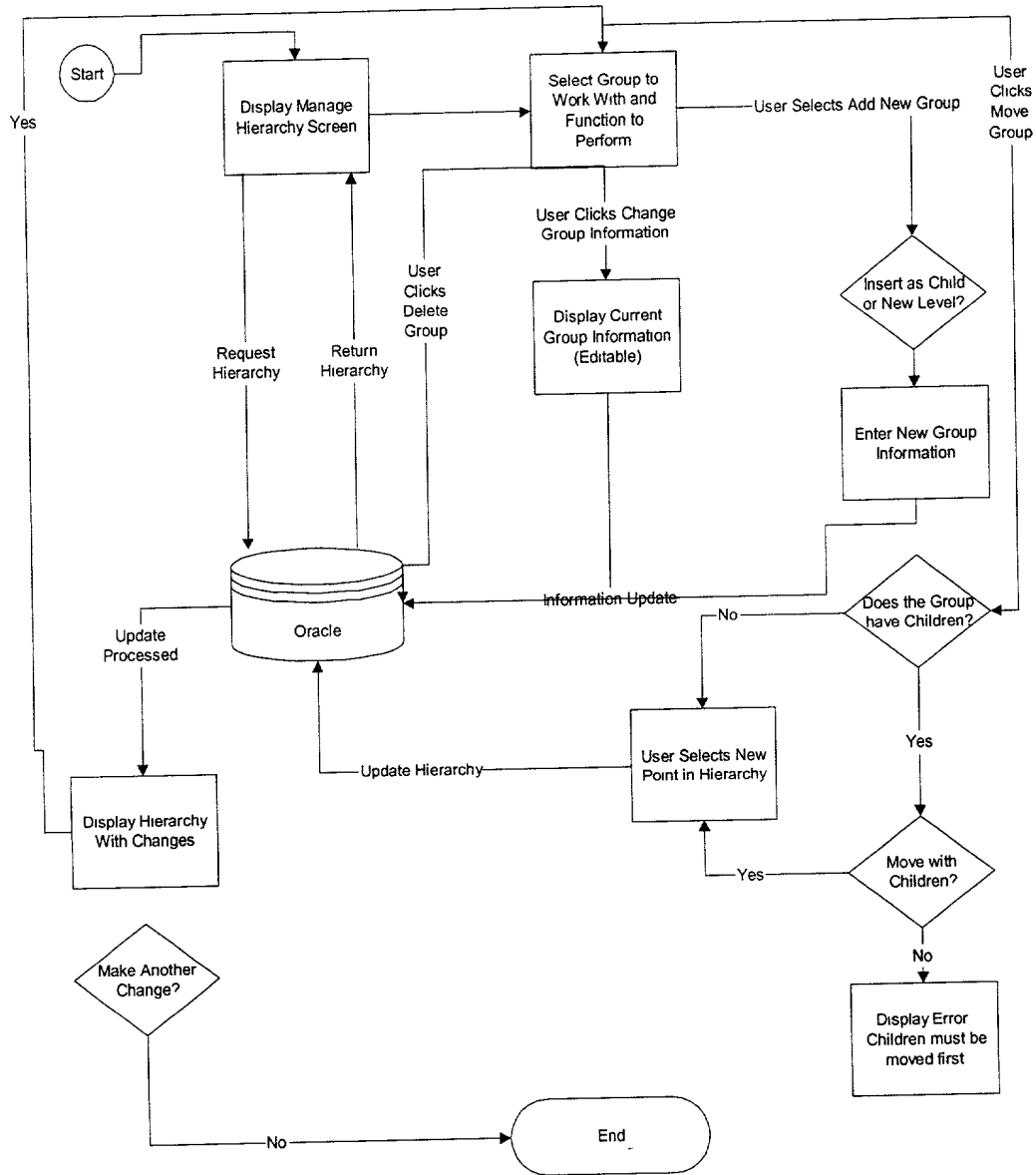


Fig. 87

8800

8804

8802

8800

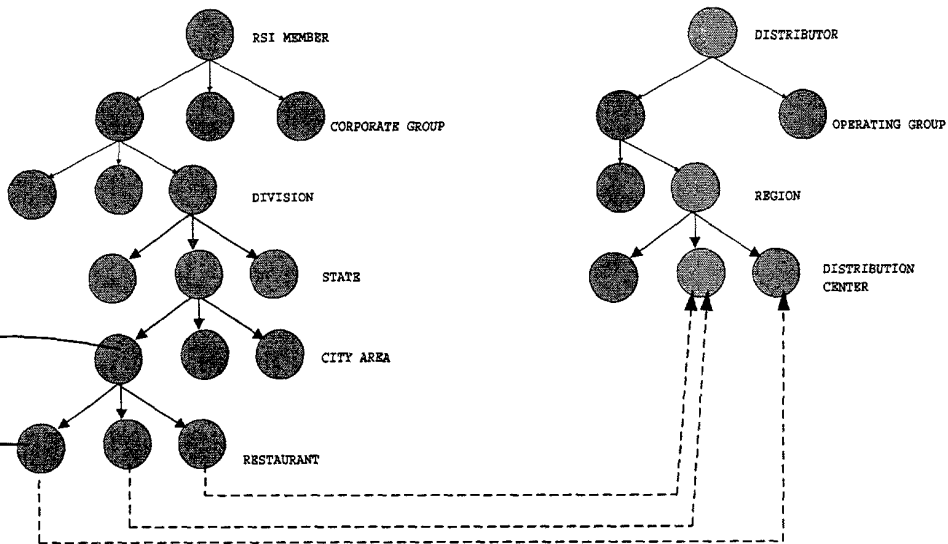


Fig. 88



8902

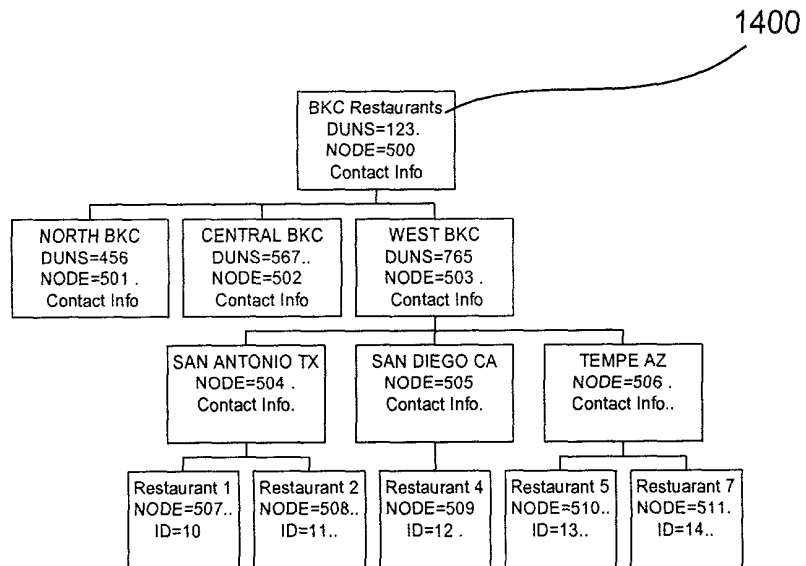


Fig. 89

9000

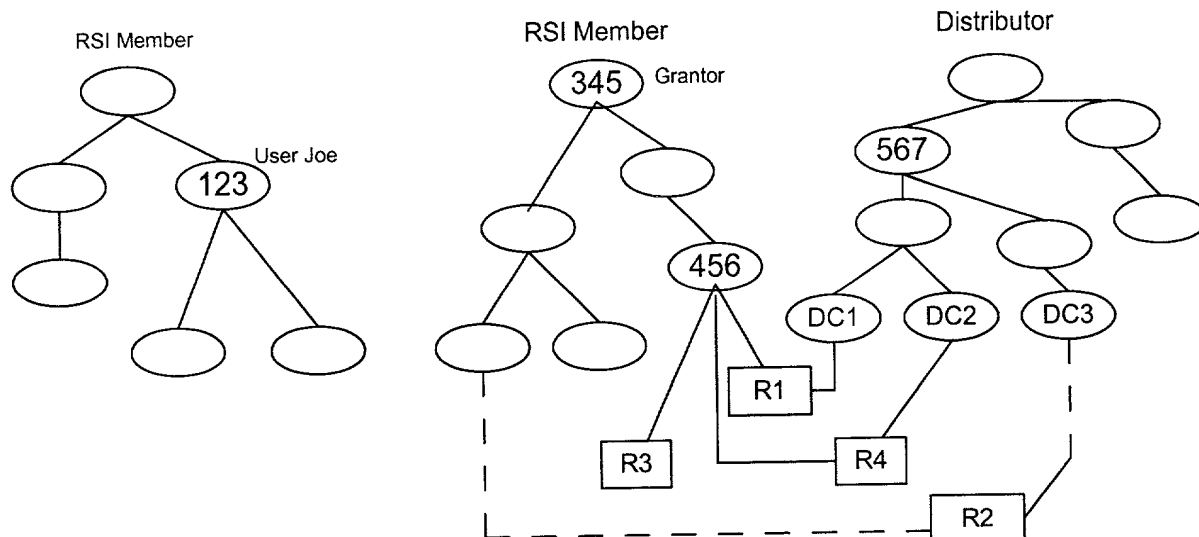


FIG. 90

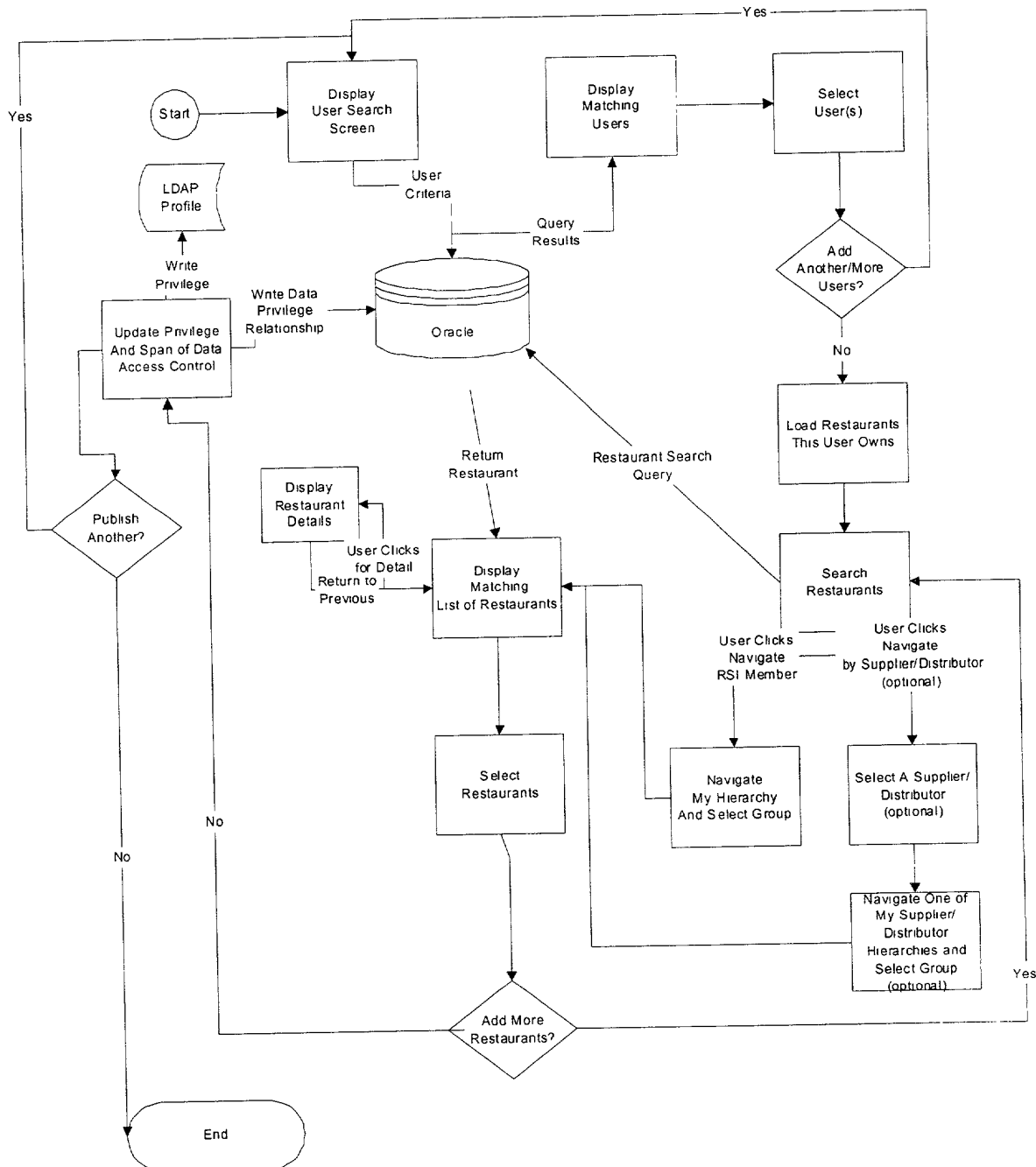
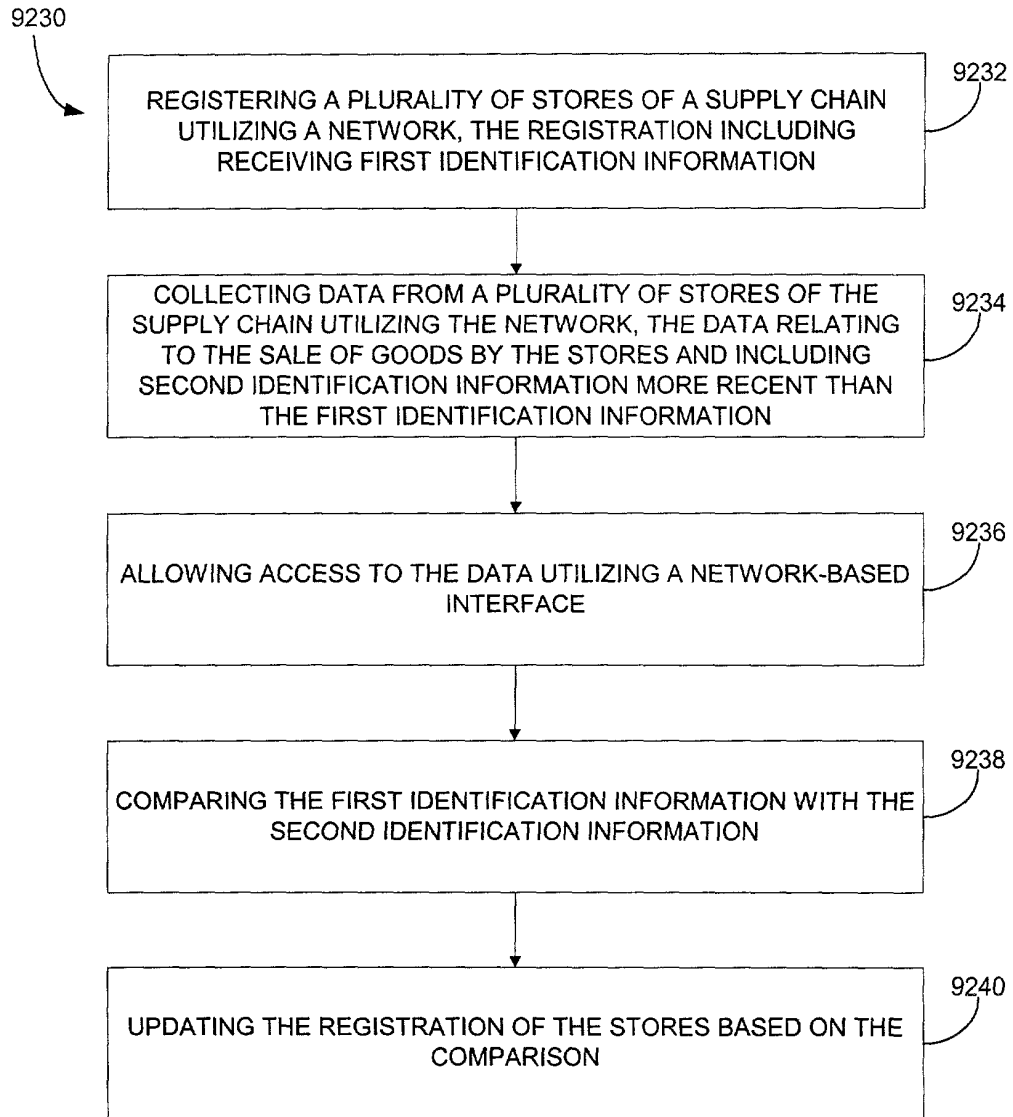
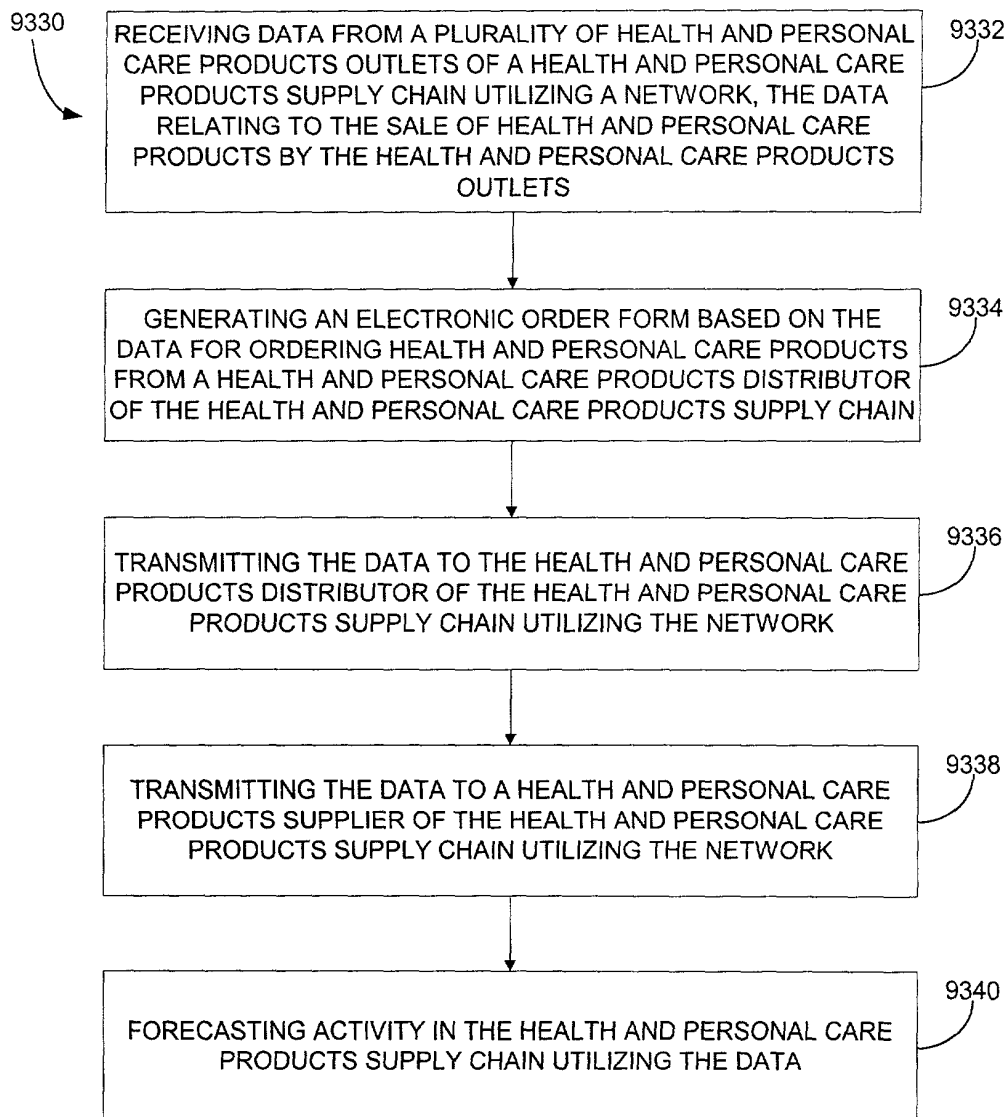


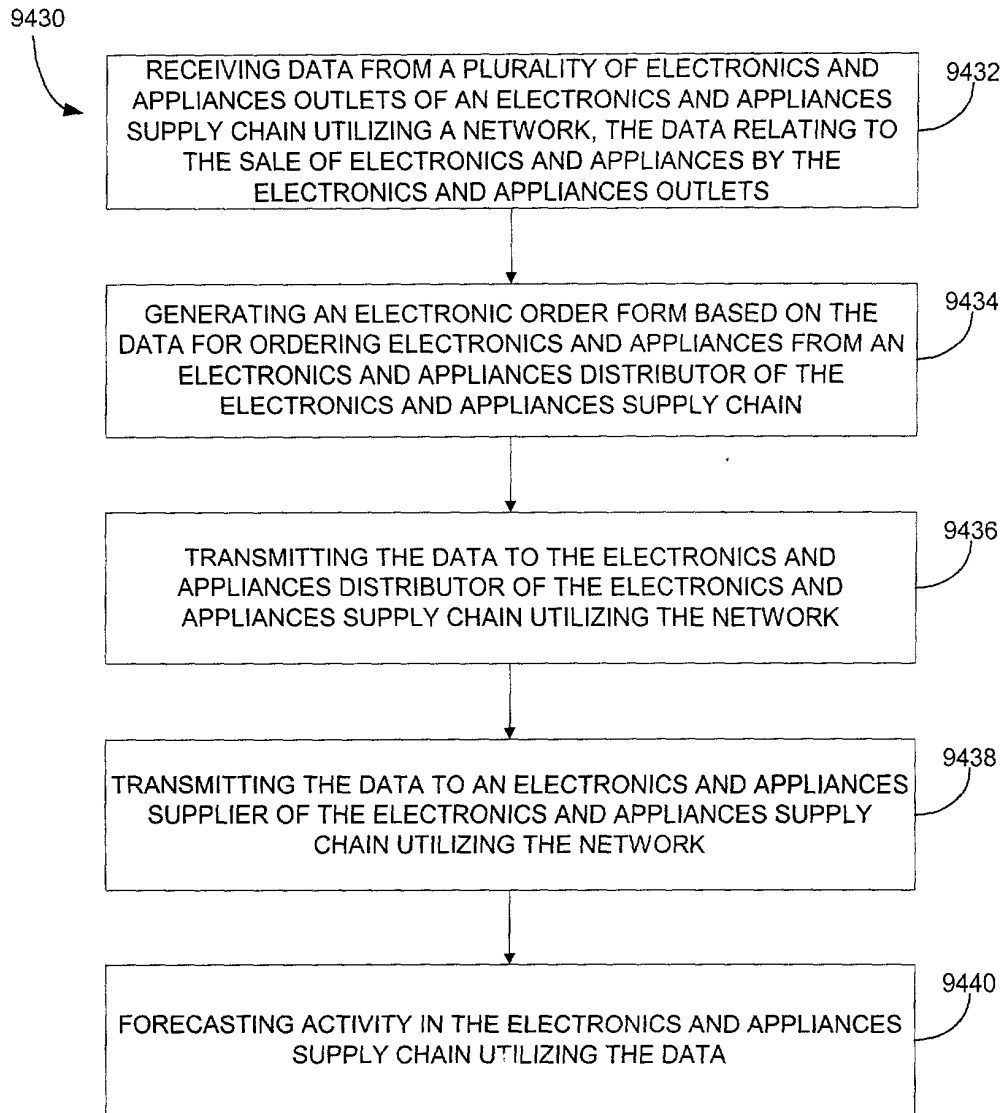
Fig. 91



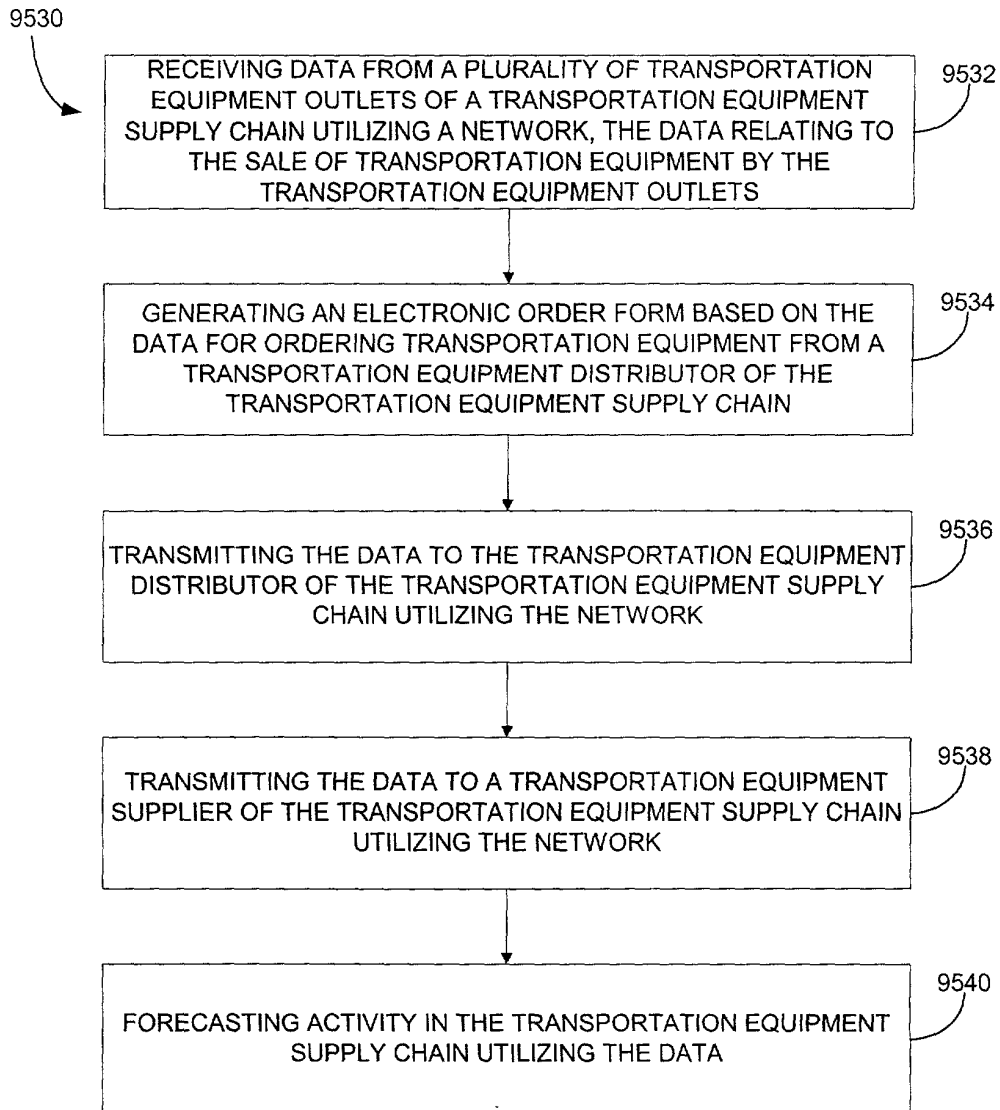
**FIG. 92**



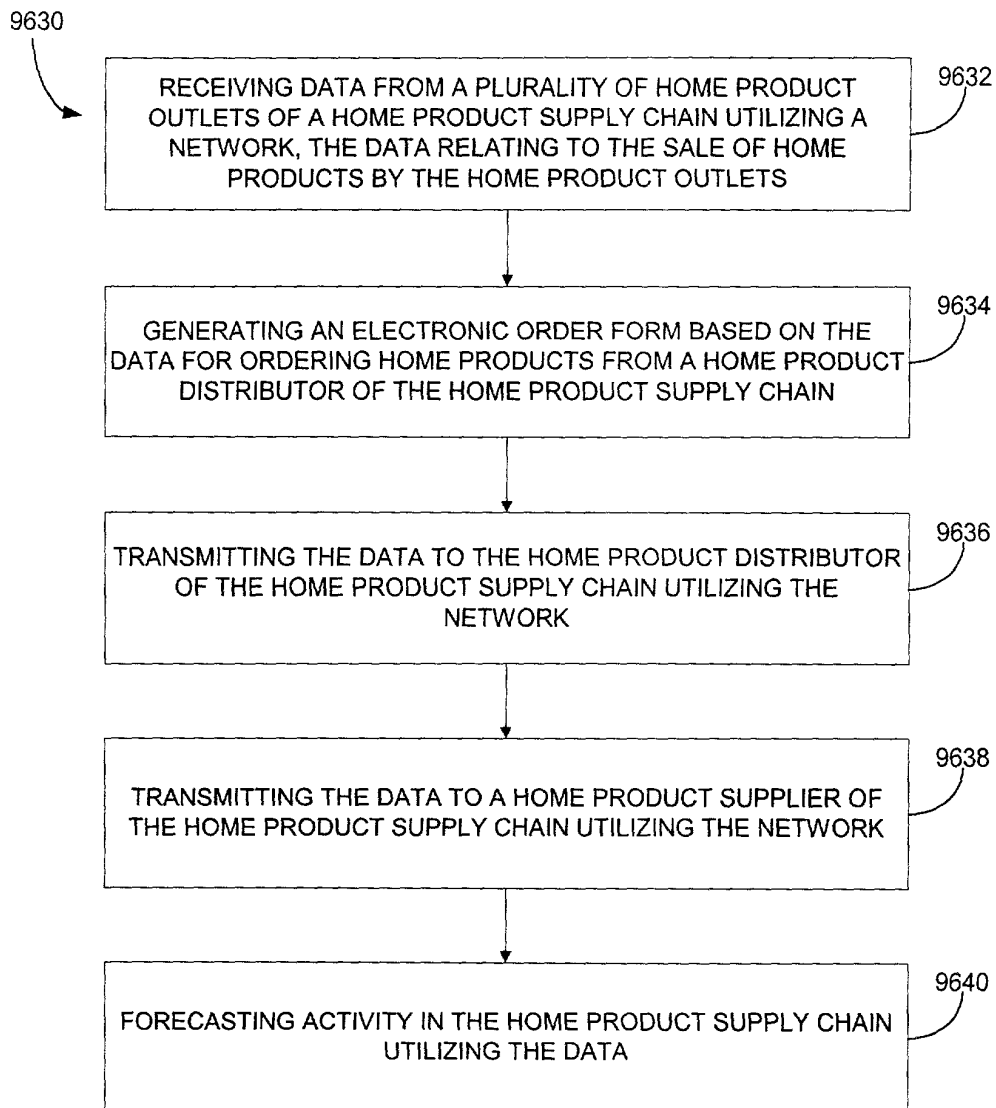
**FIG. 93**



**FIG. 94**

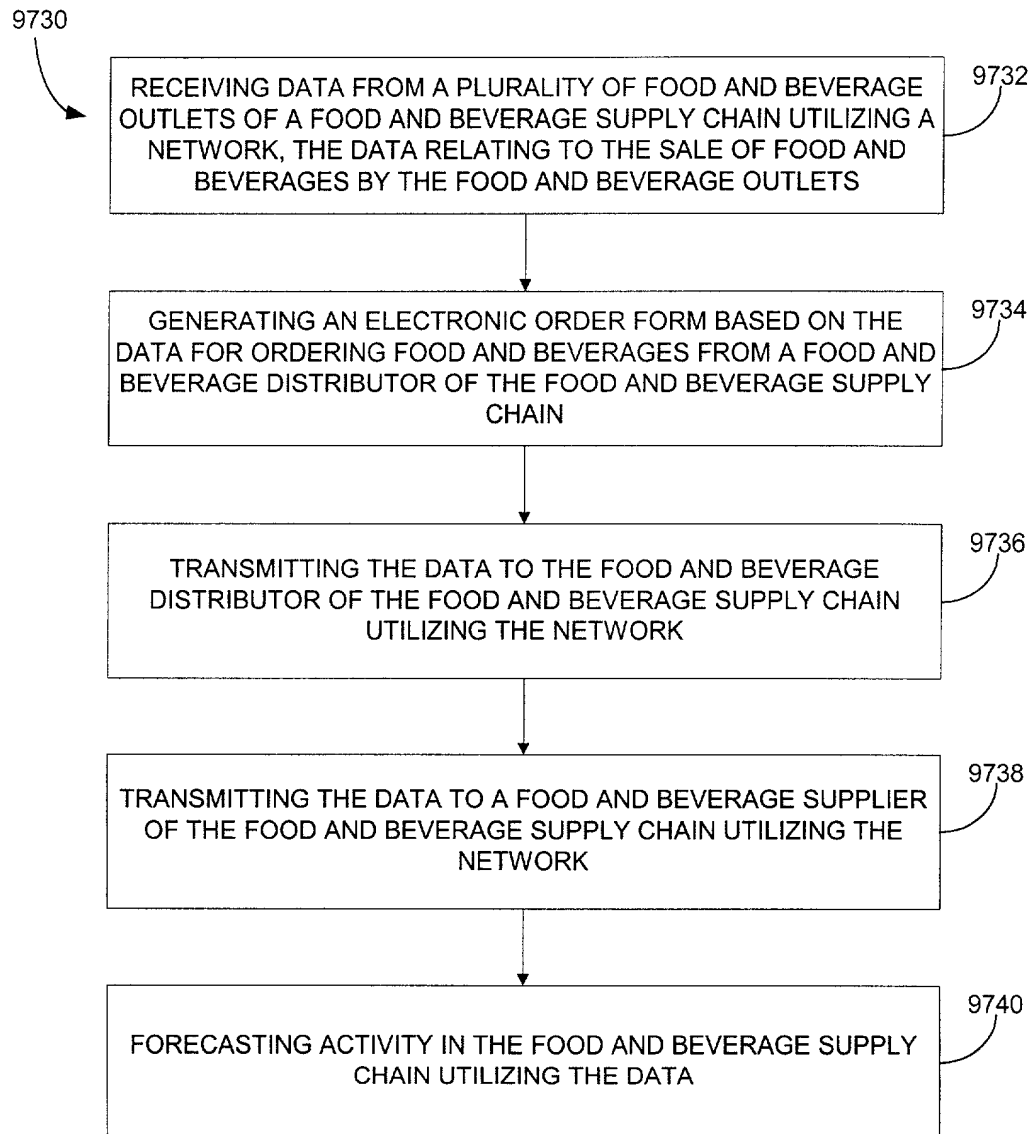


**FIG. 95**

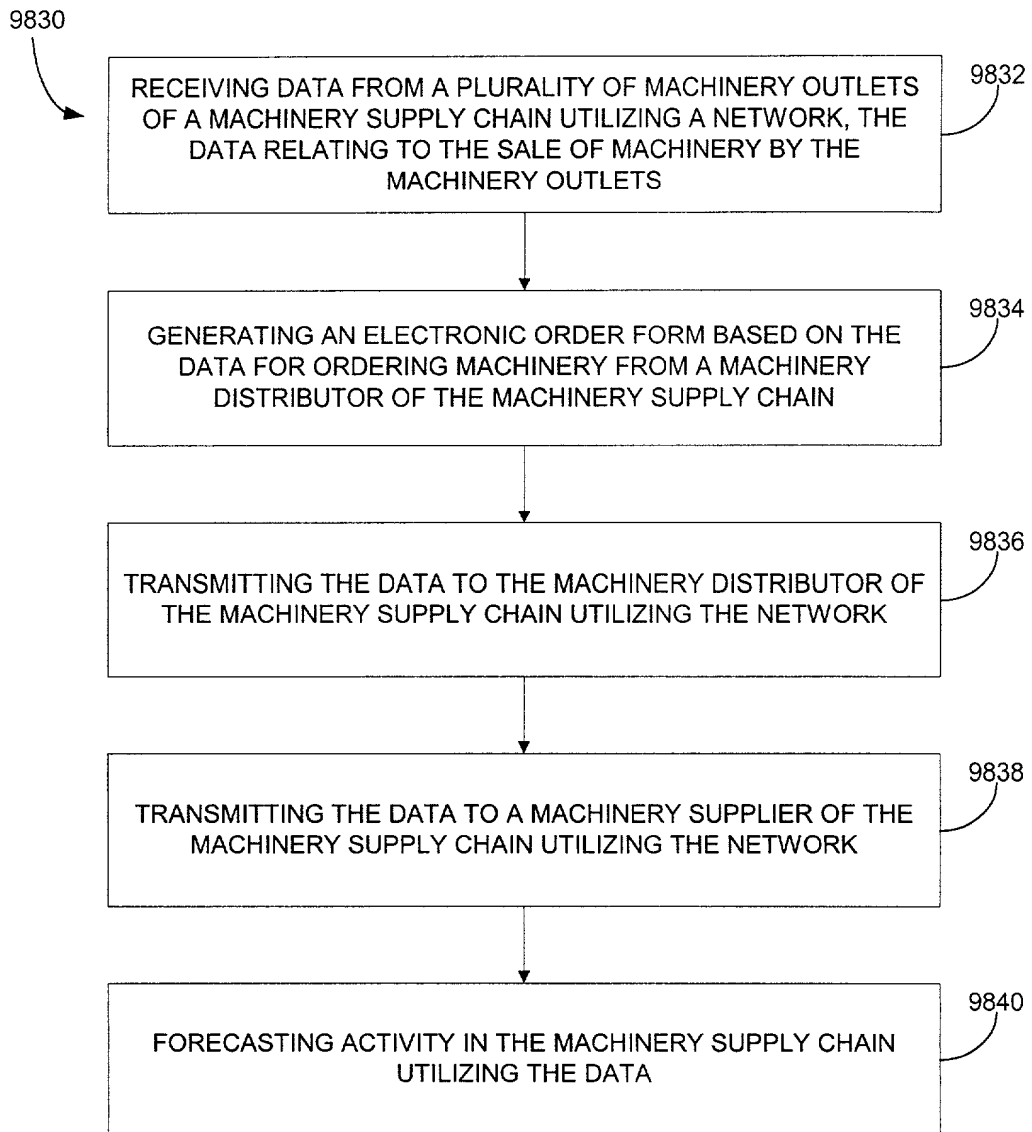


**FIG. 96**

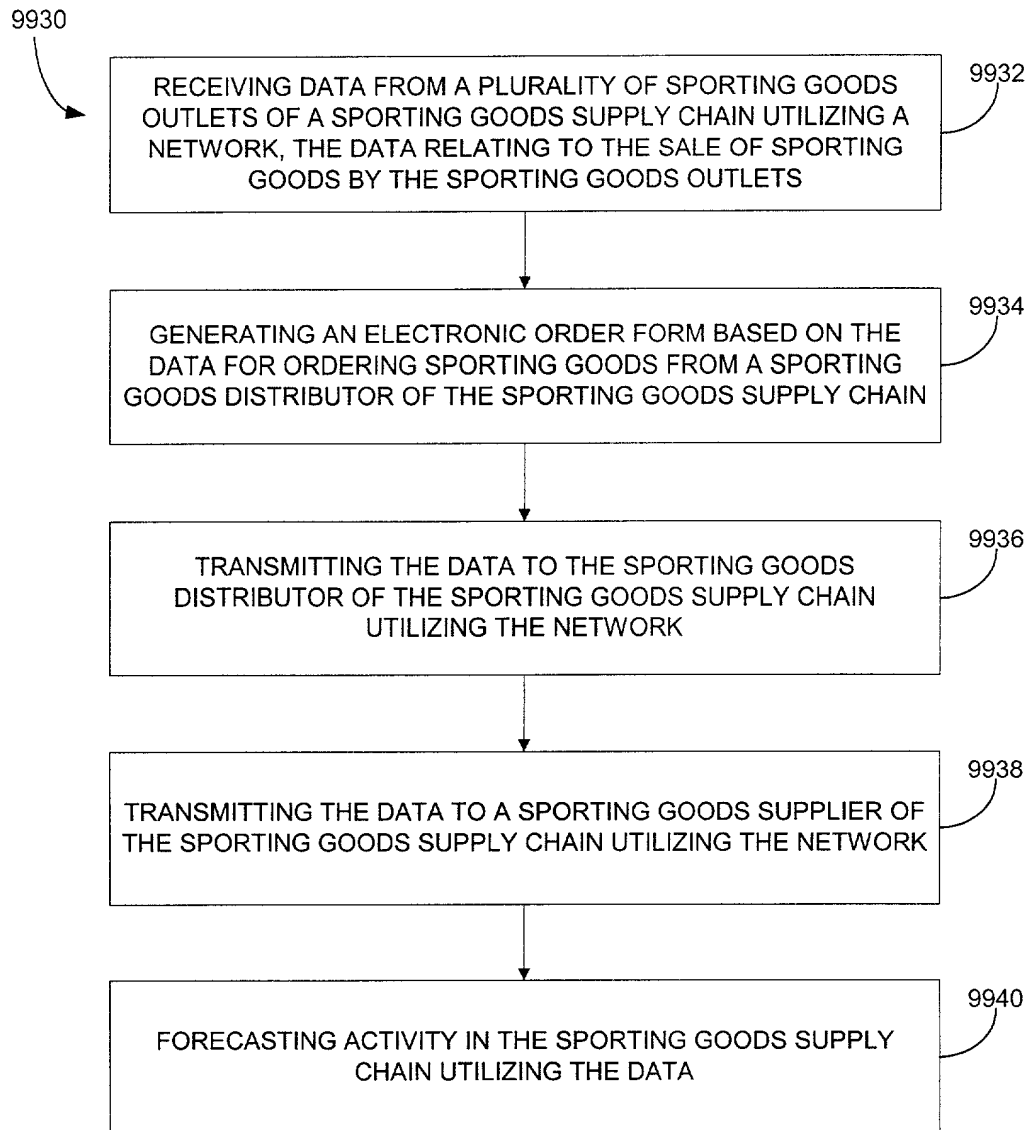




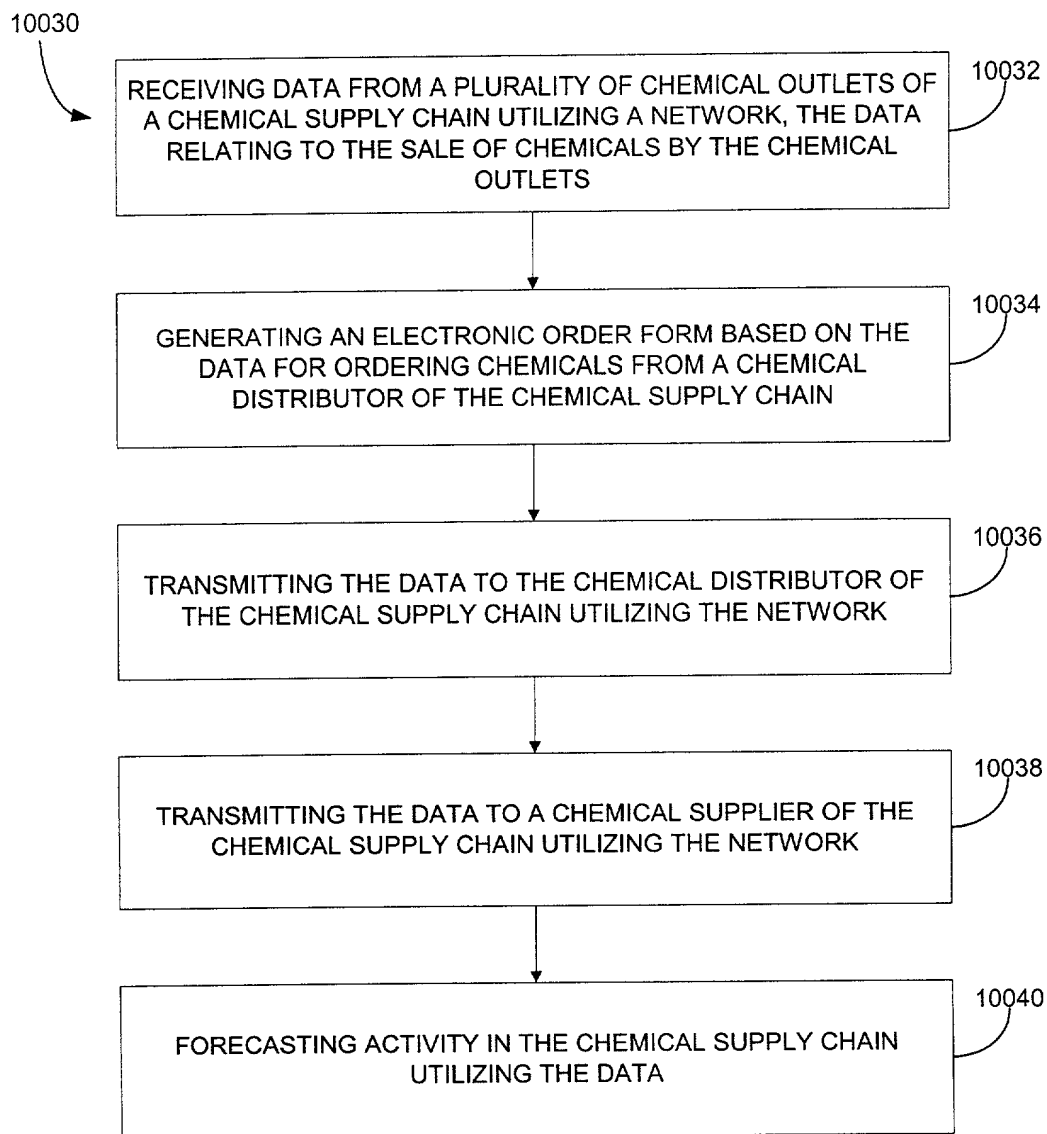
**FIG. 97**



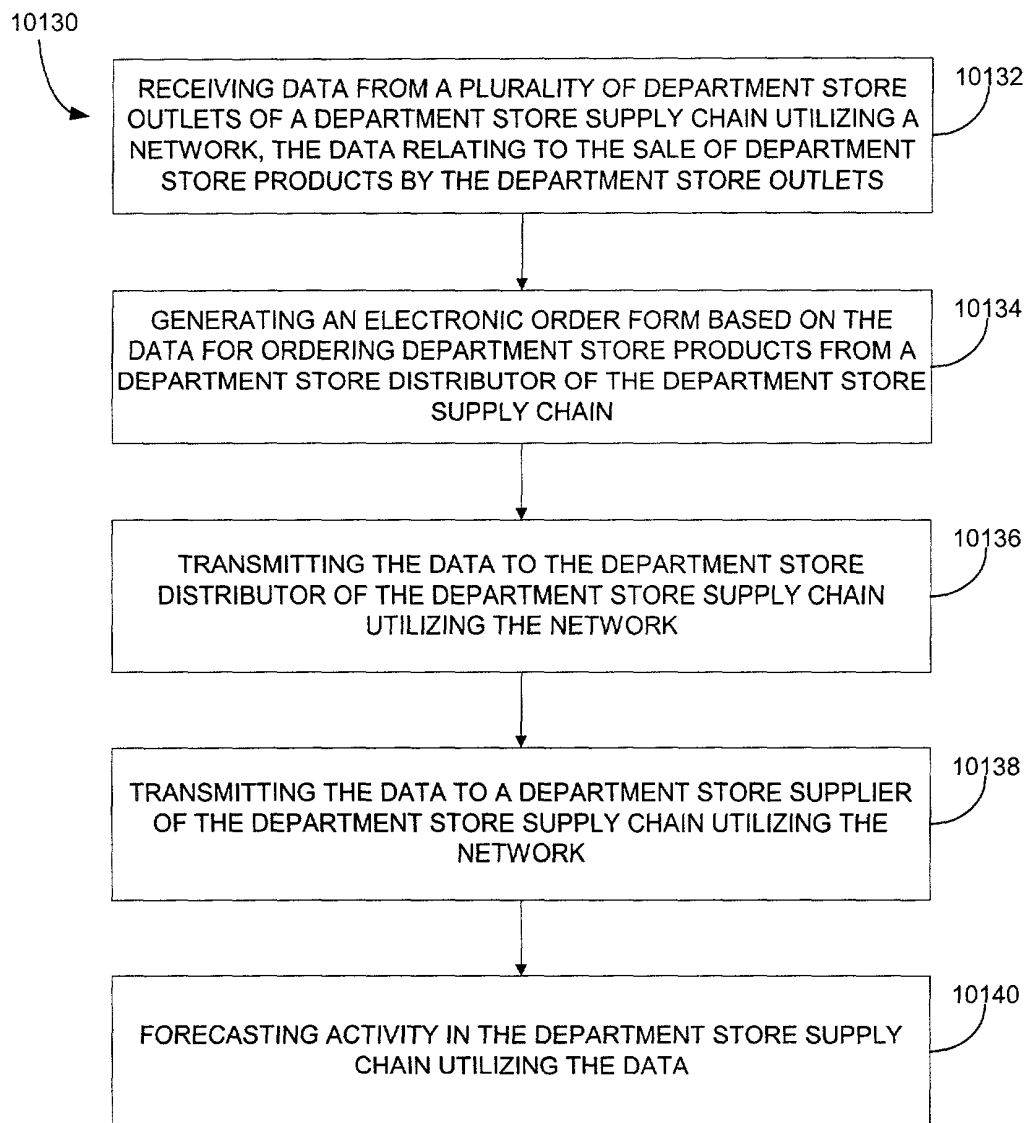
**FIG. 98**



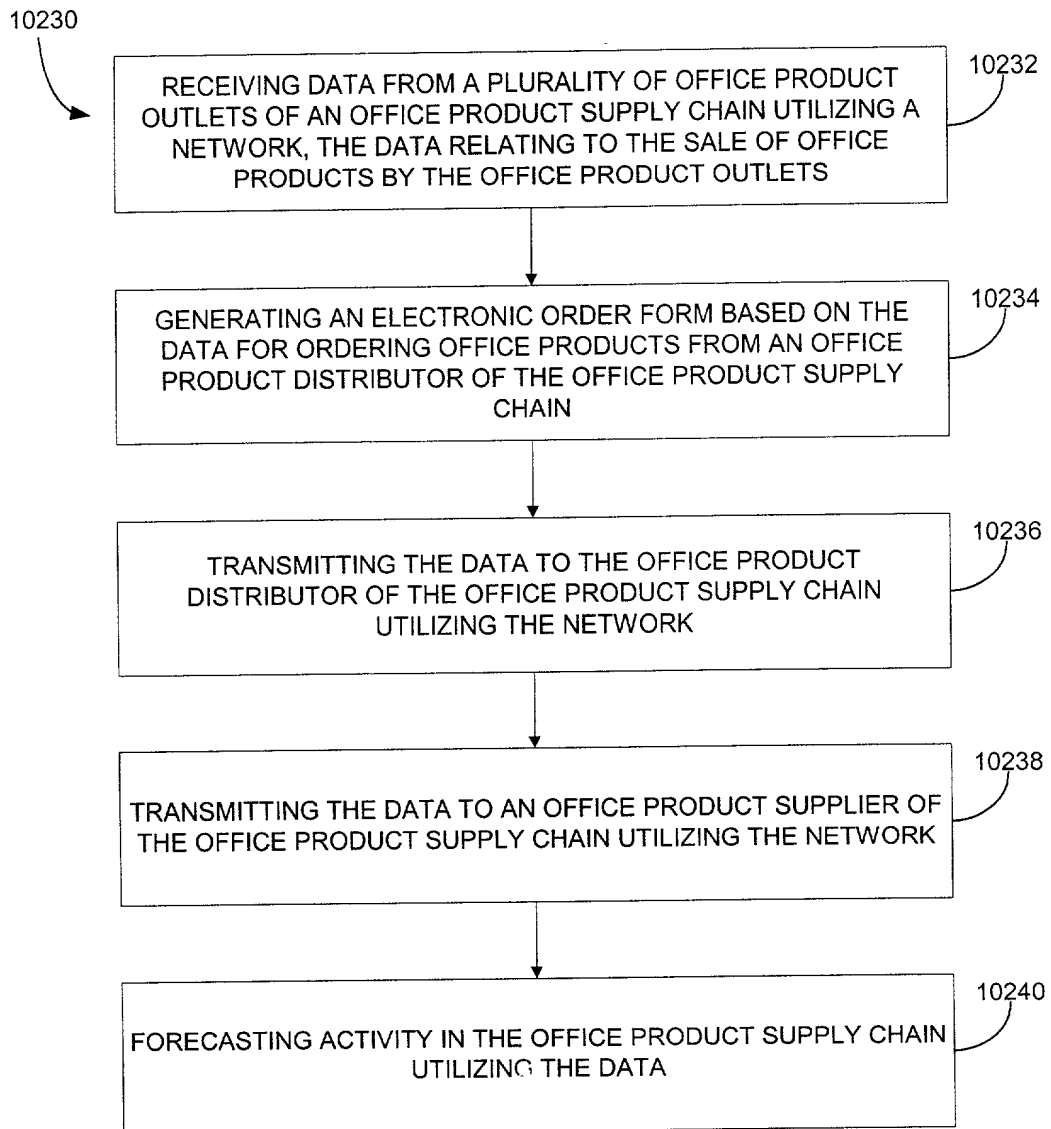
**FIG. 99**



**FIG. 100**

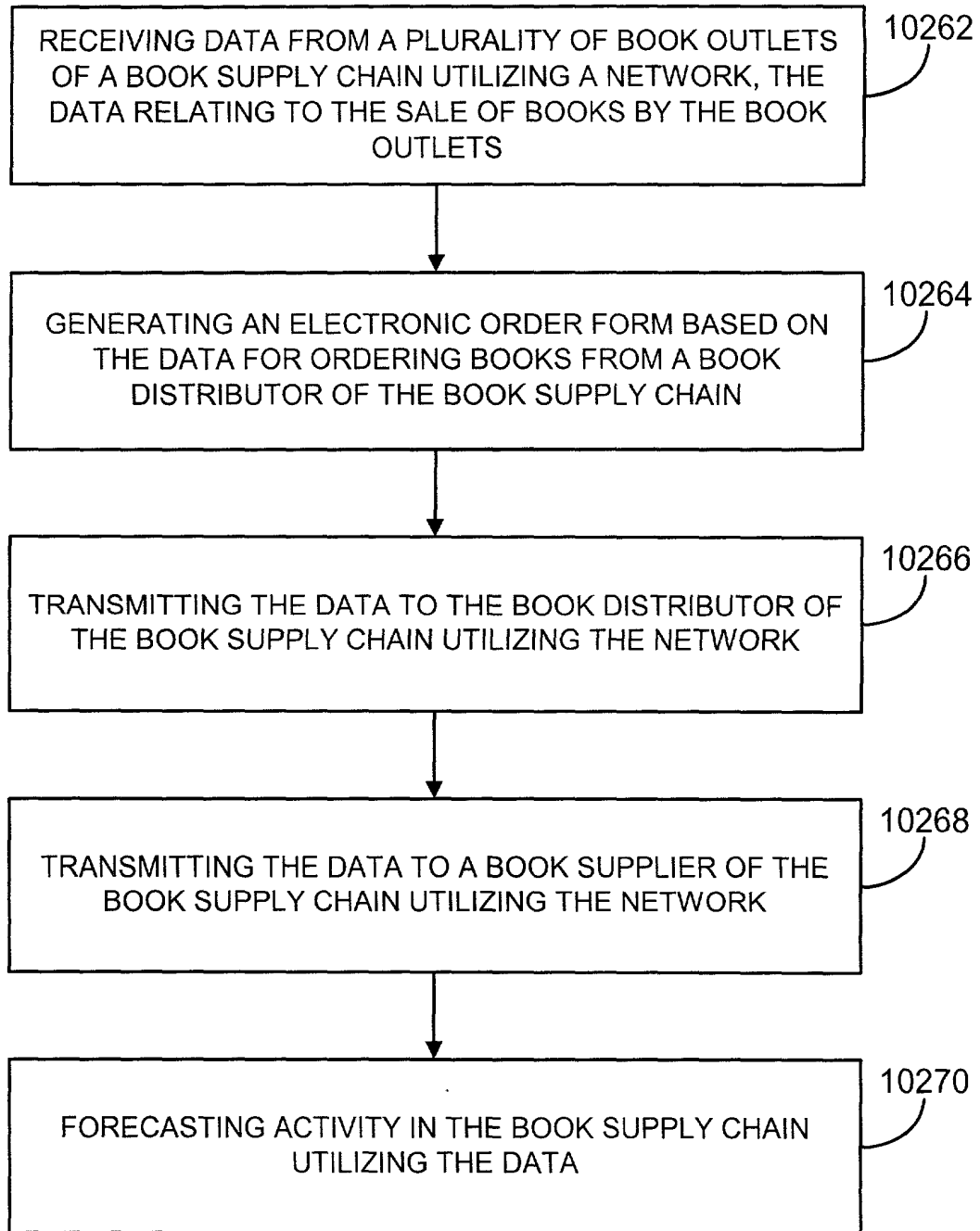


**FIG. 101**

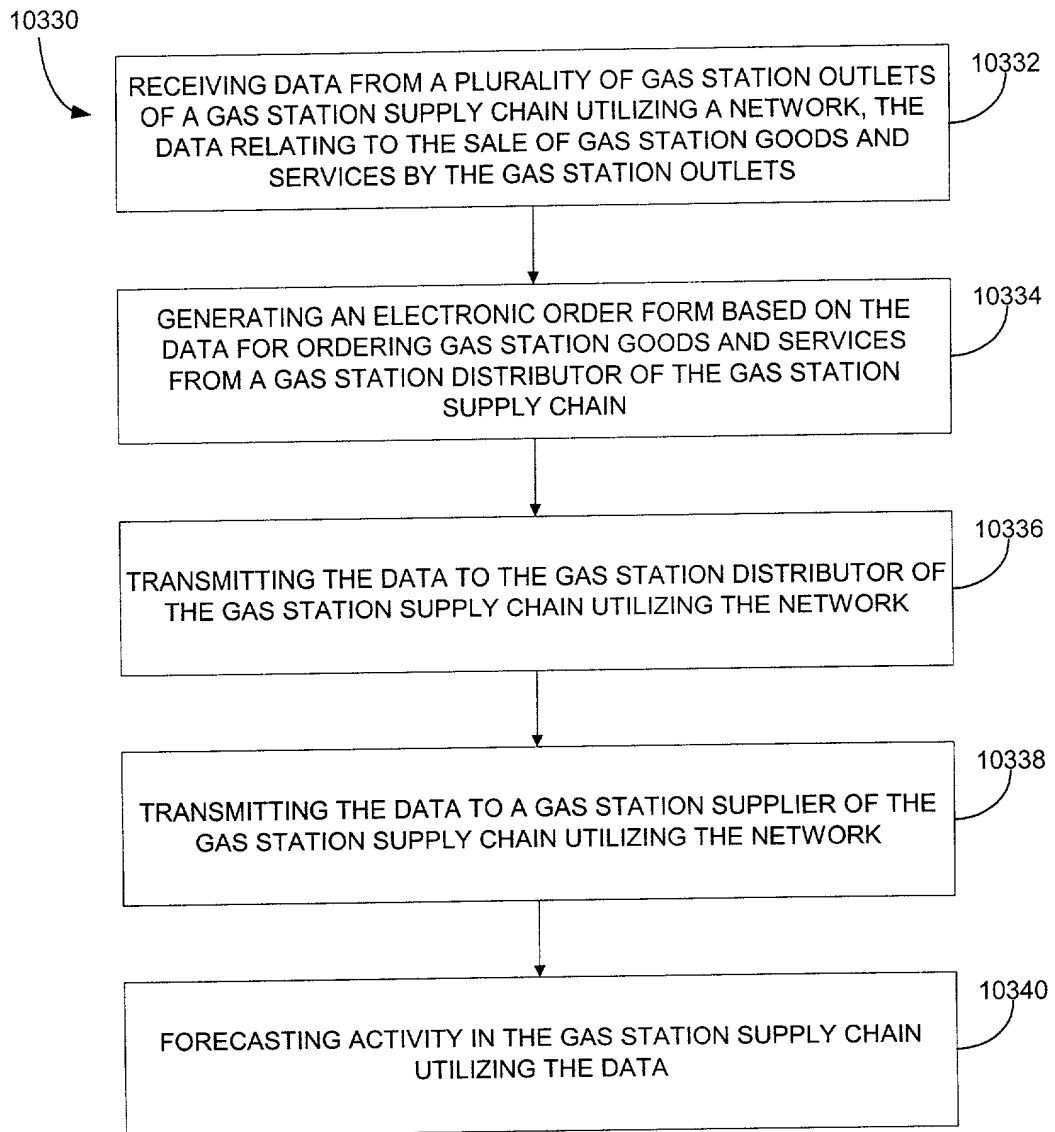


**FIG. 102A**

10260

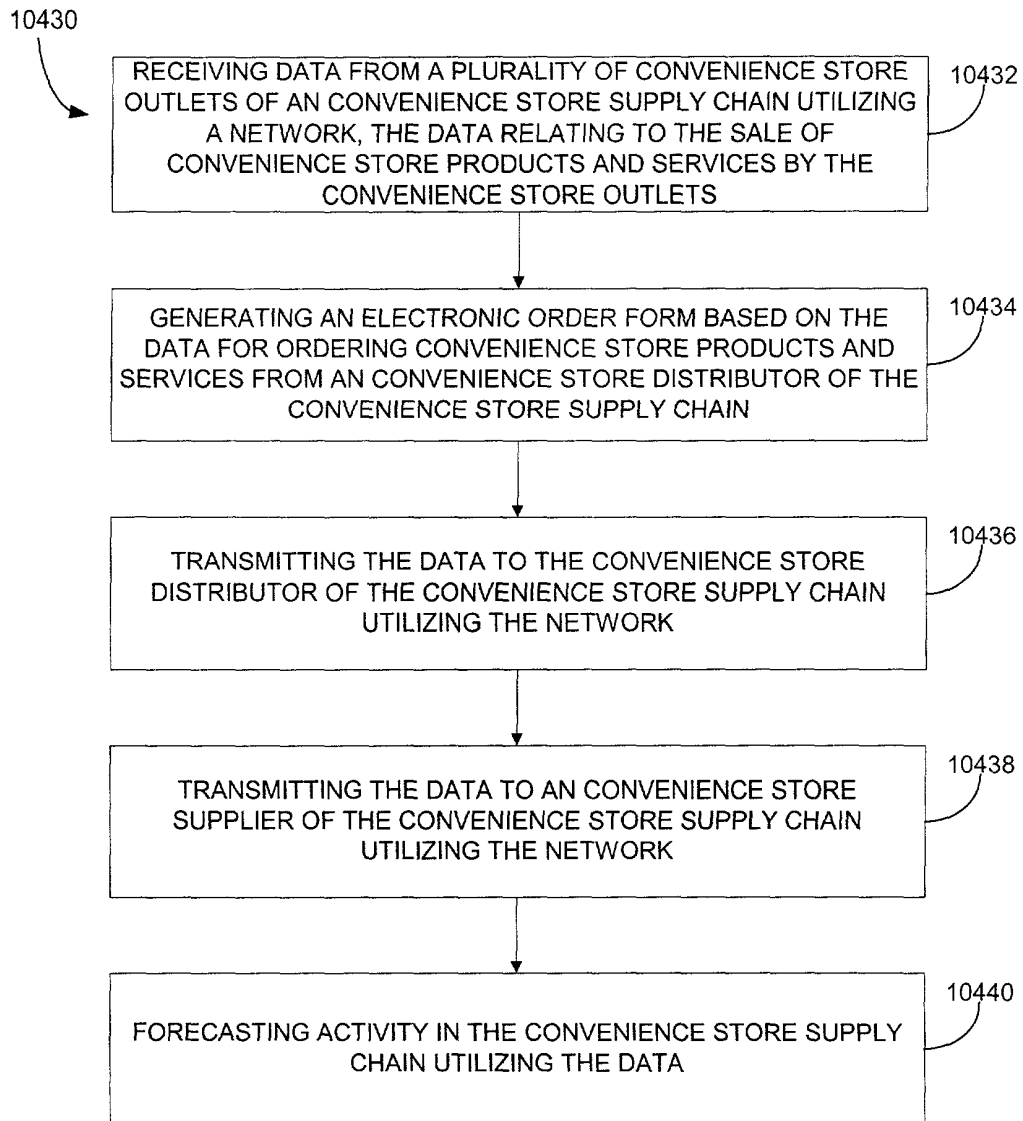


**FIG. 102B**



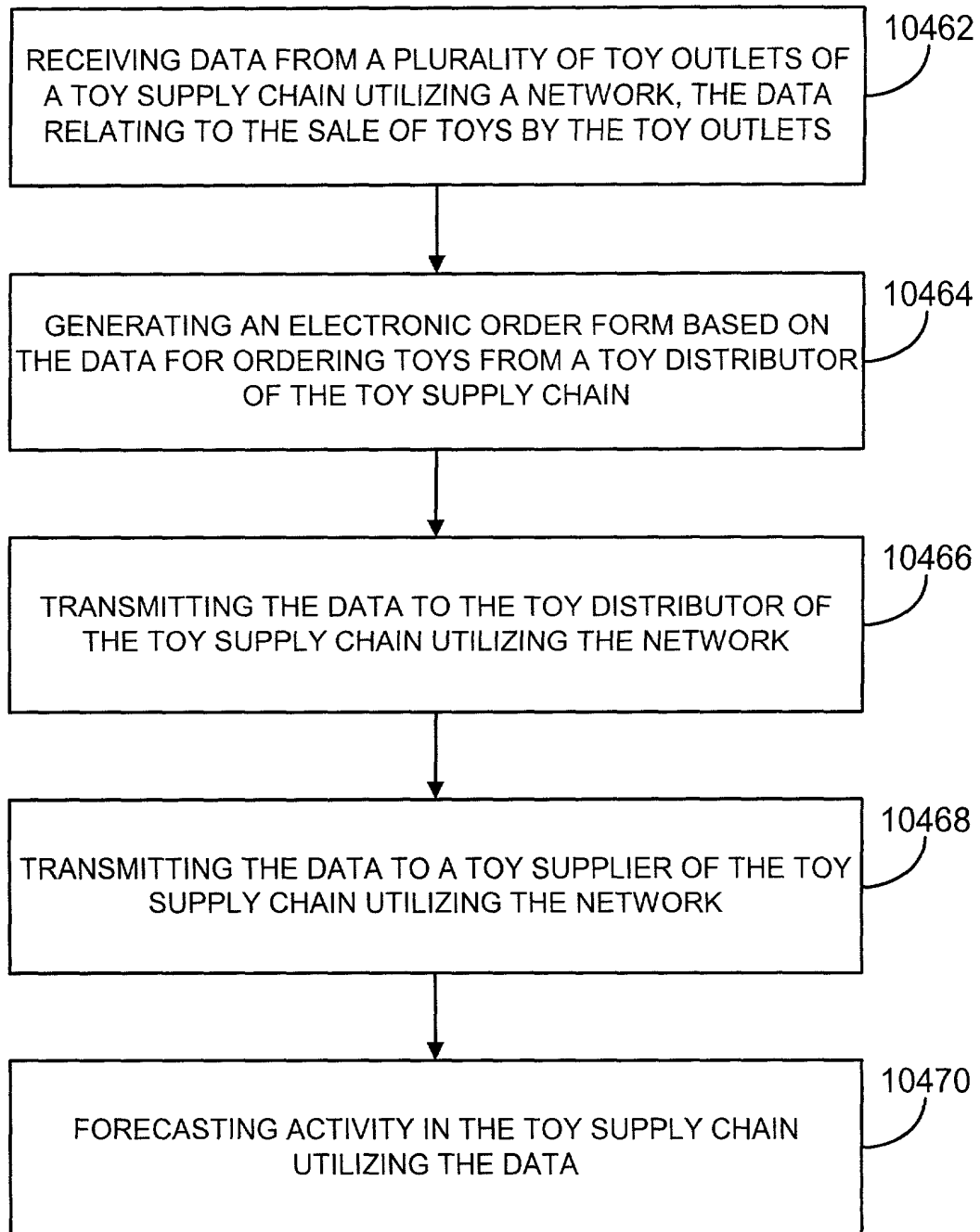
**FIG. 103**



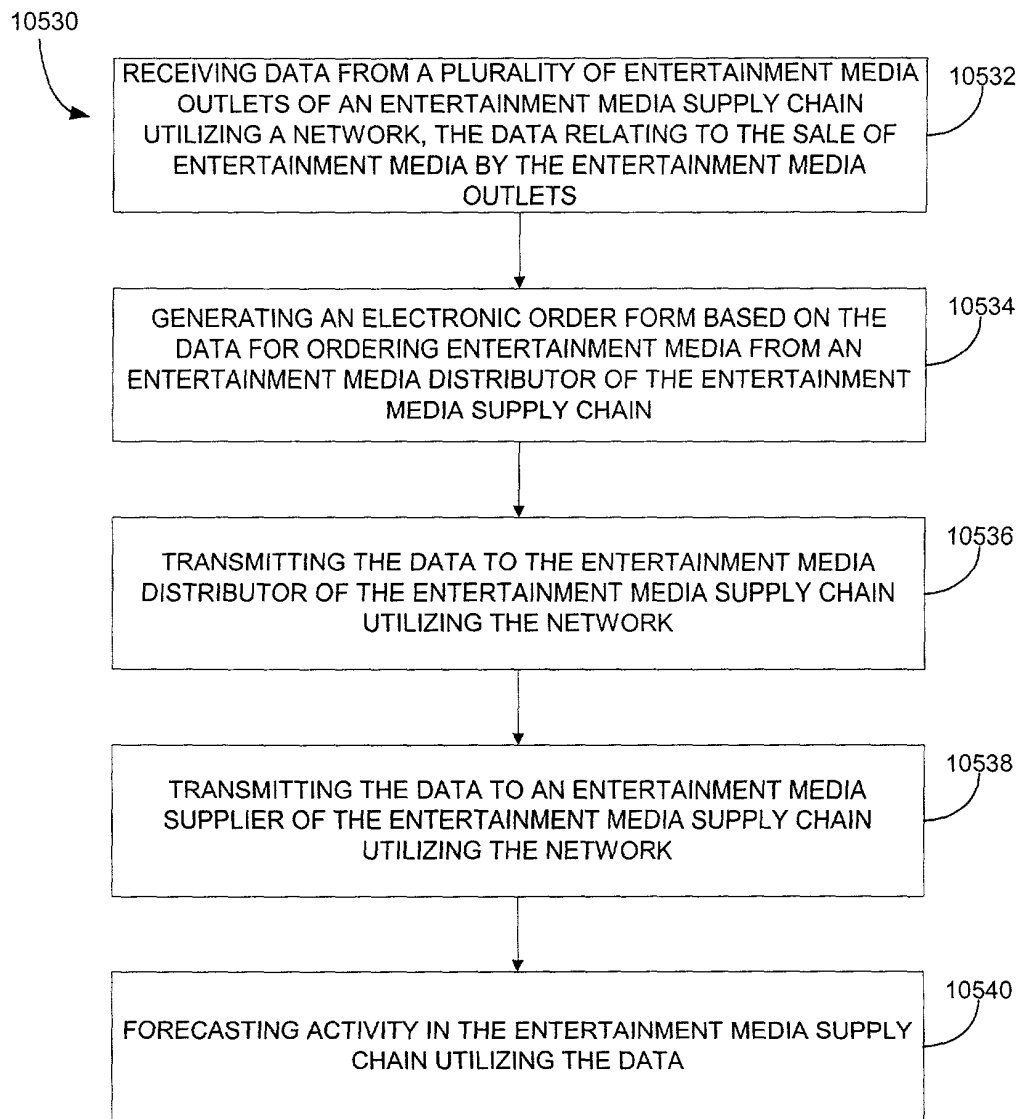


**FIG. 104A**

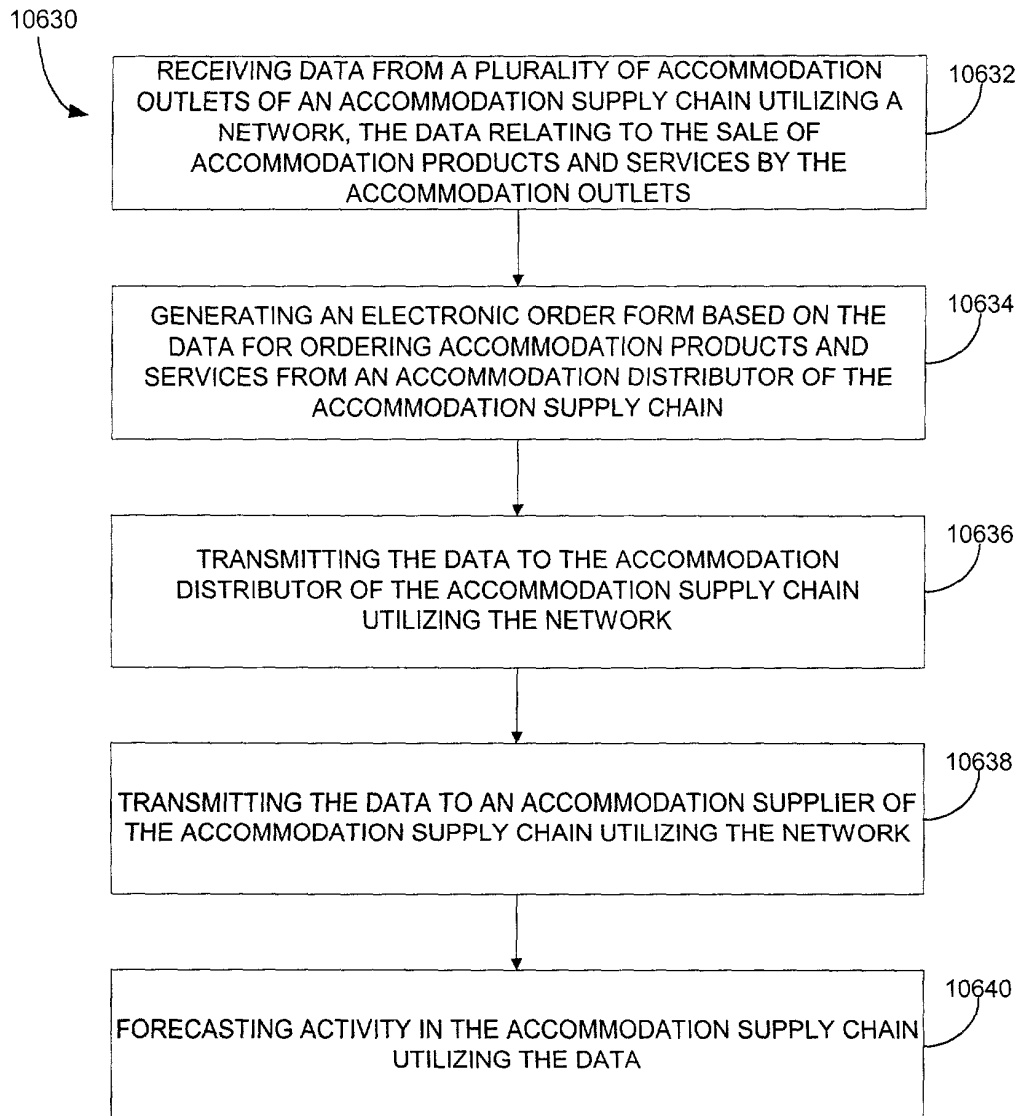
10460



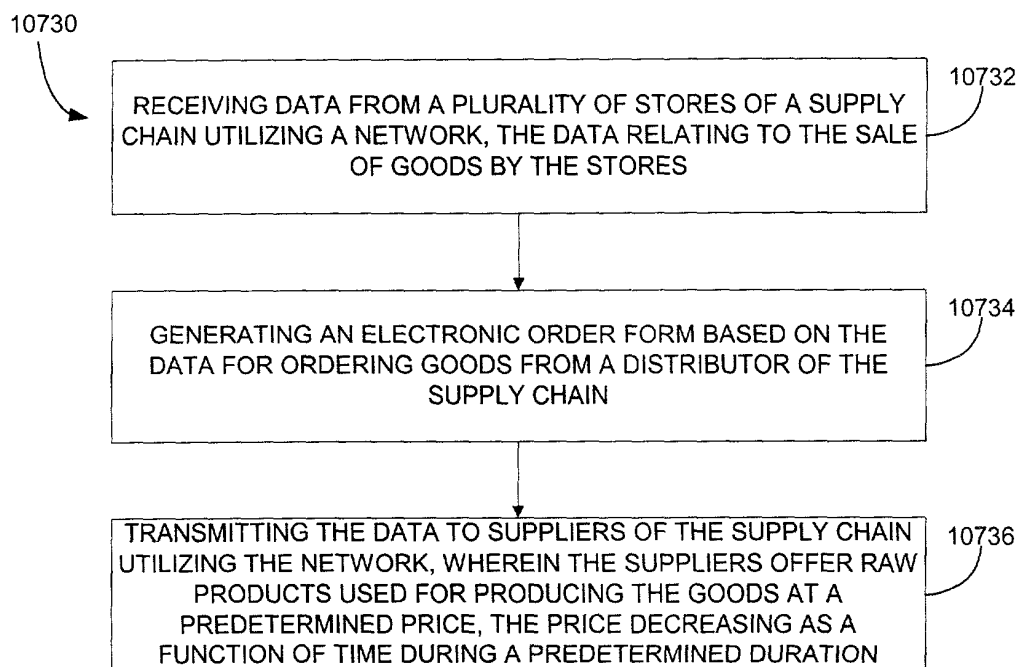
**FIG. 104B**



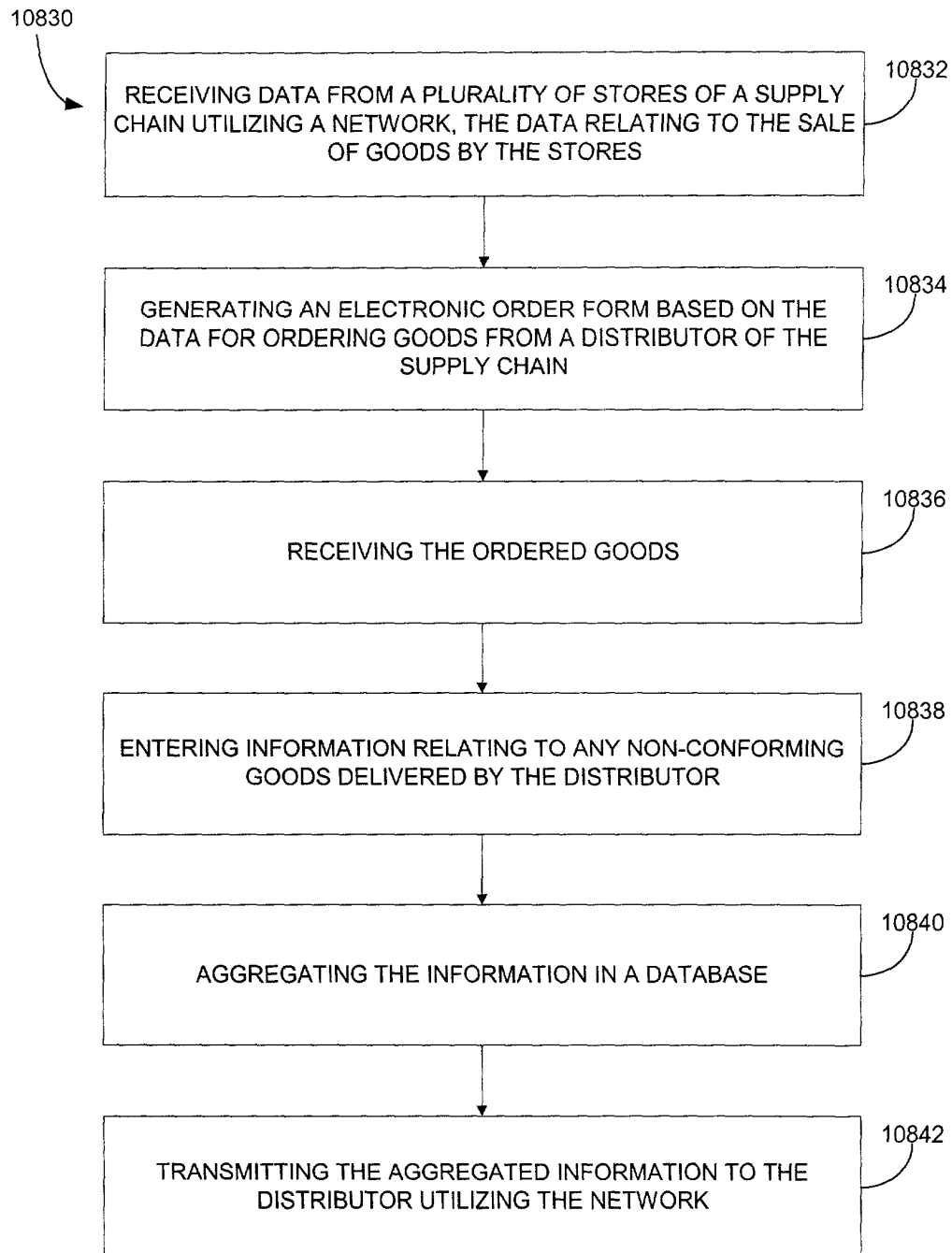
**FIG. 105**



**FIG. 106**

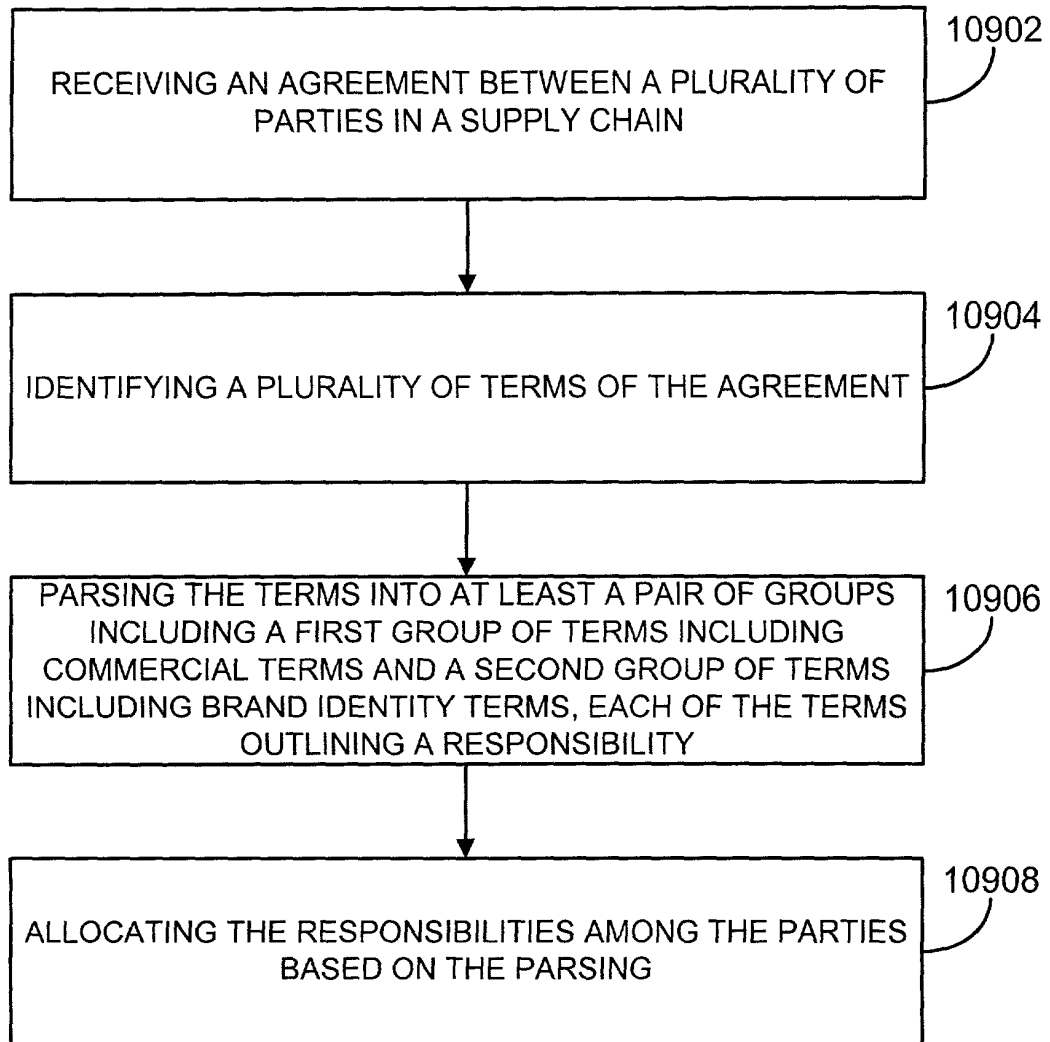


**FIG. 107**



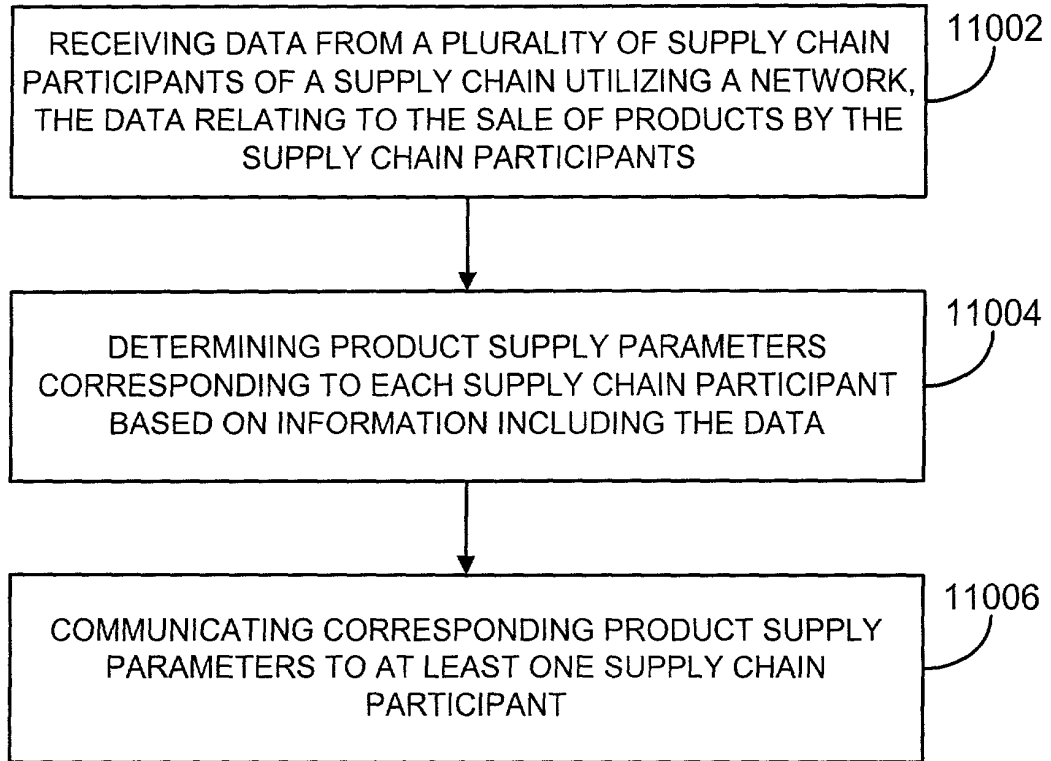
**FIG. 108**

10900



**FIG. 109**

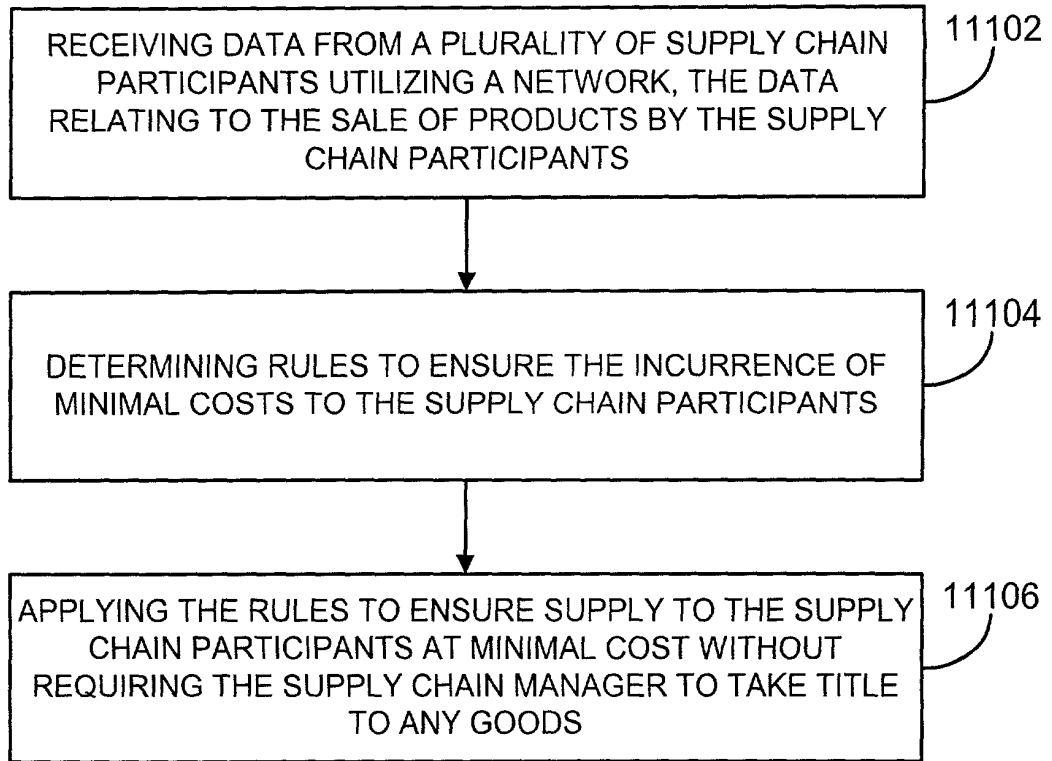
11000



**FIG. 110**

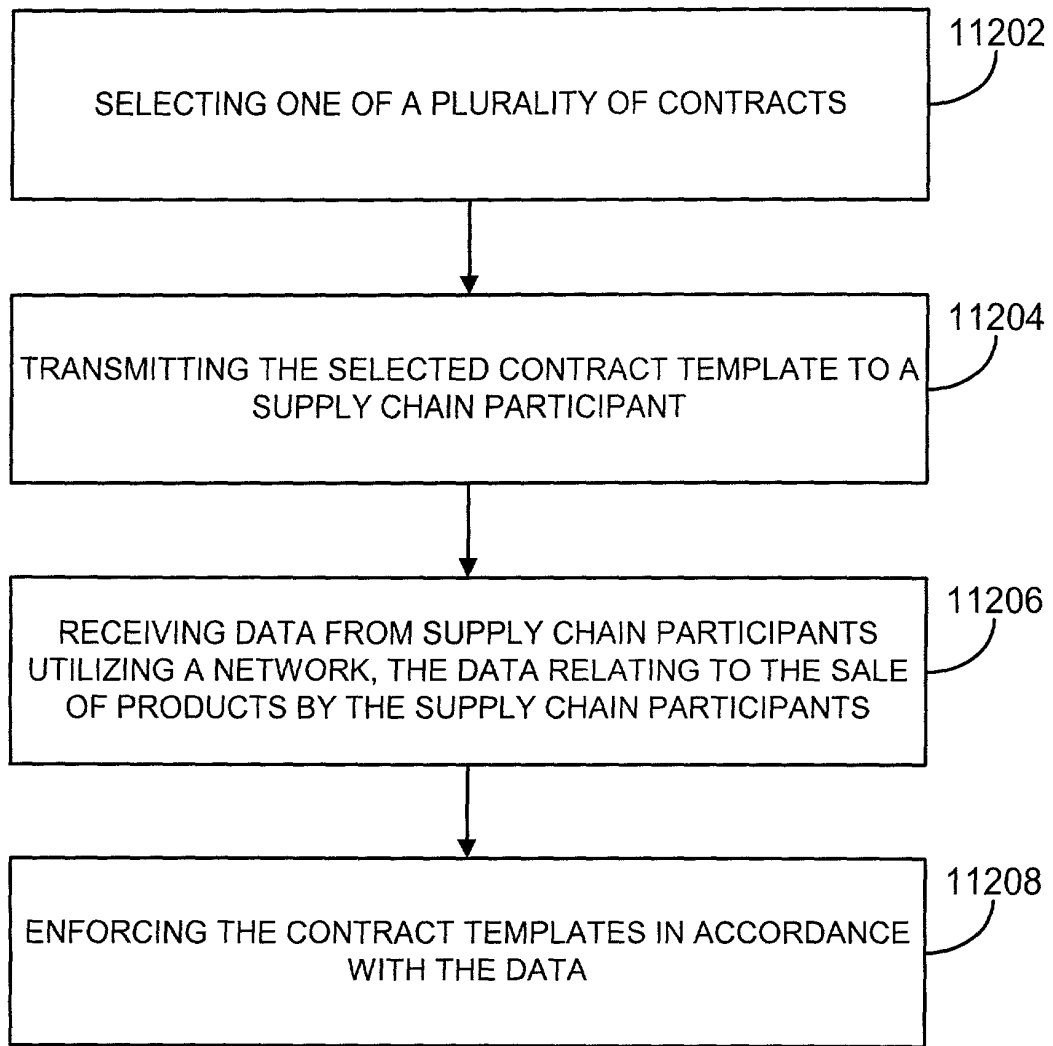


11100



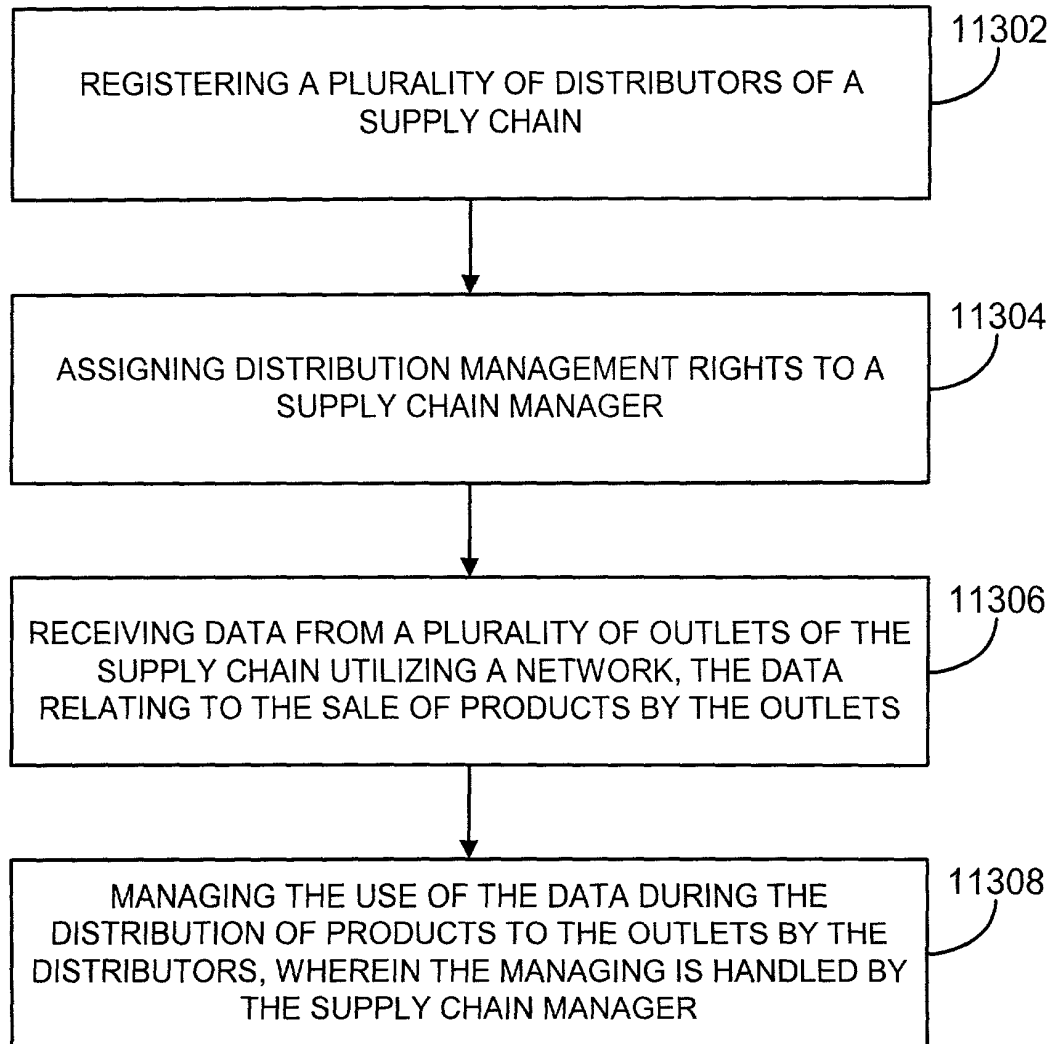
**FIG. 111**

11200



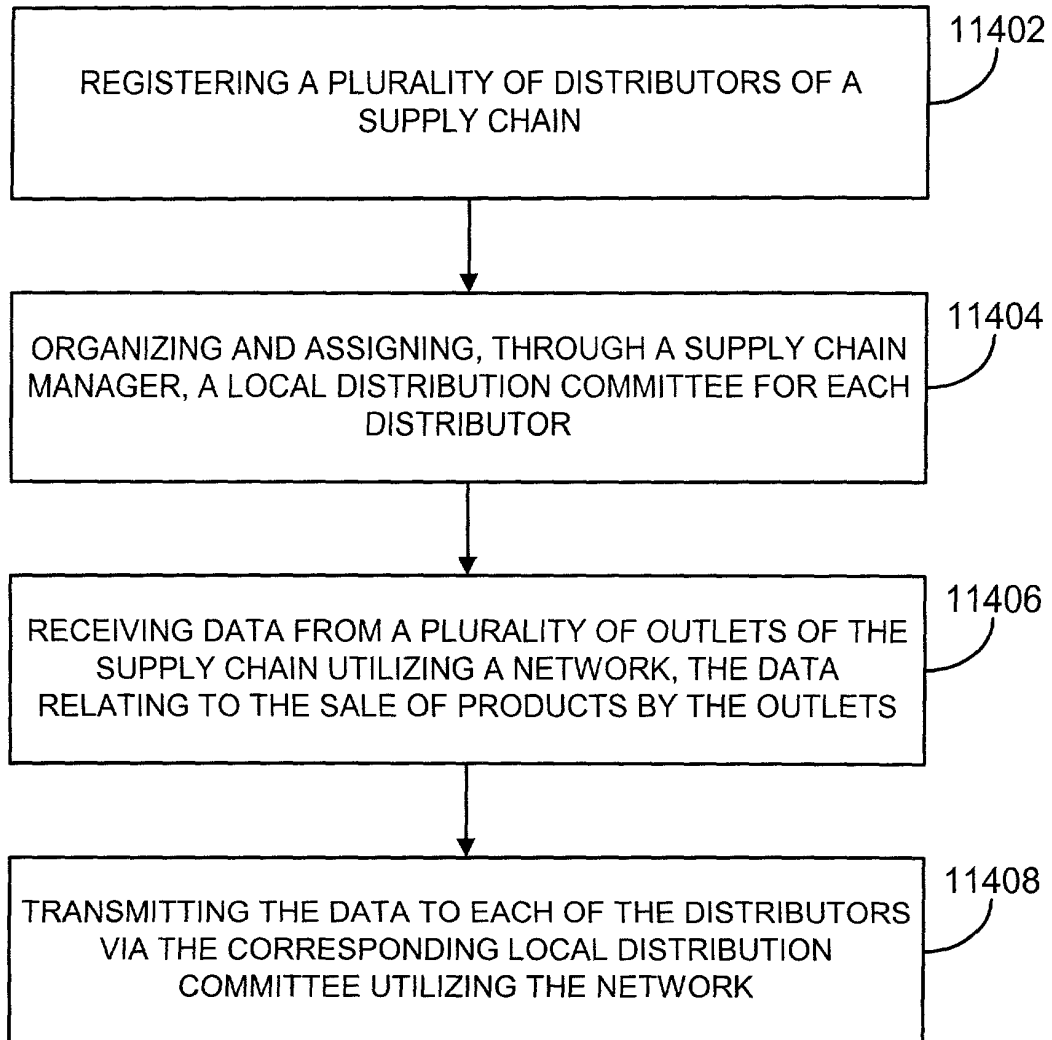
**FIG. 112**

11300



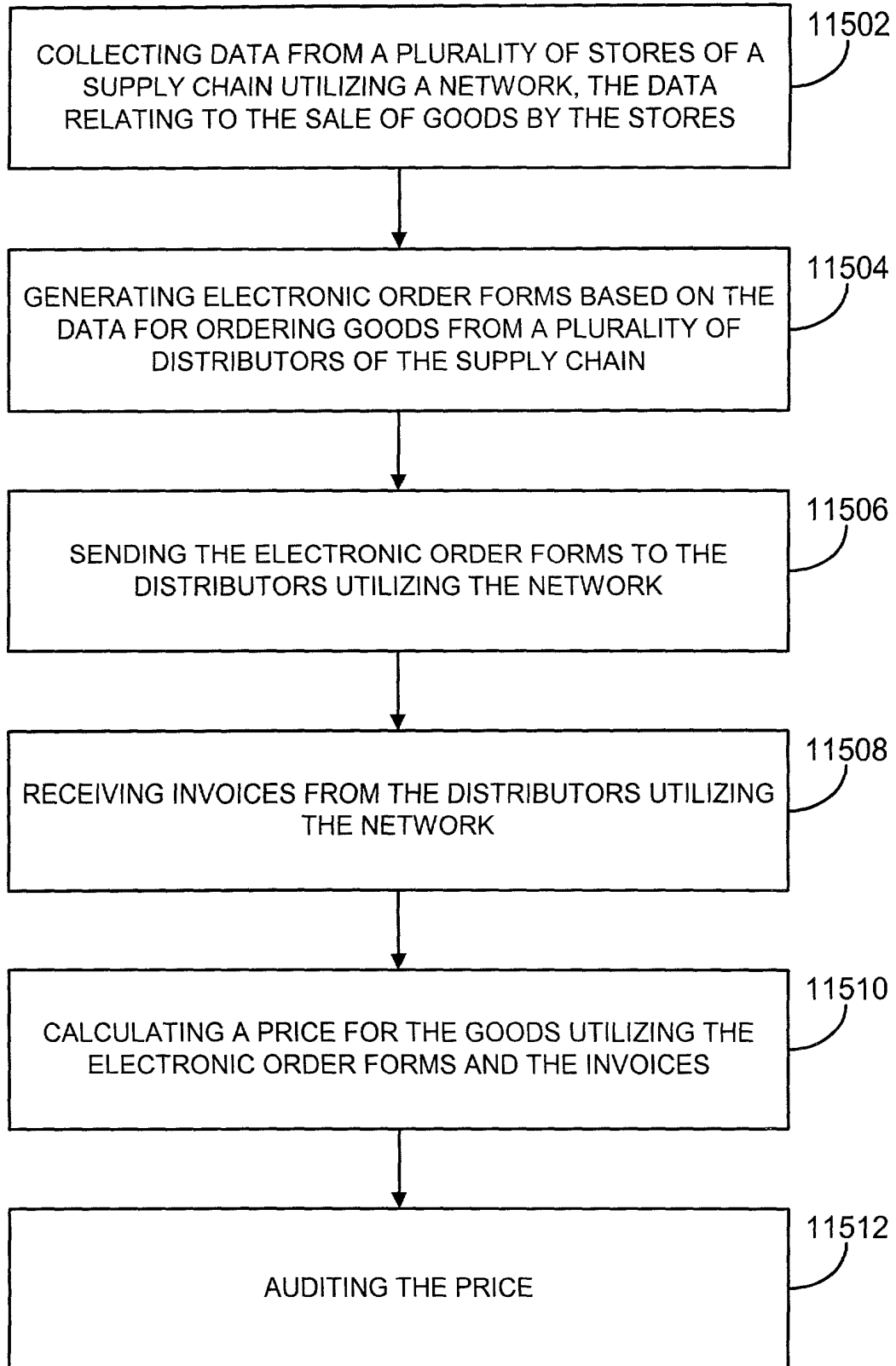
**FIG. 113**

11400



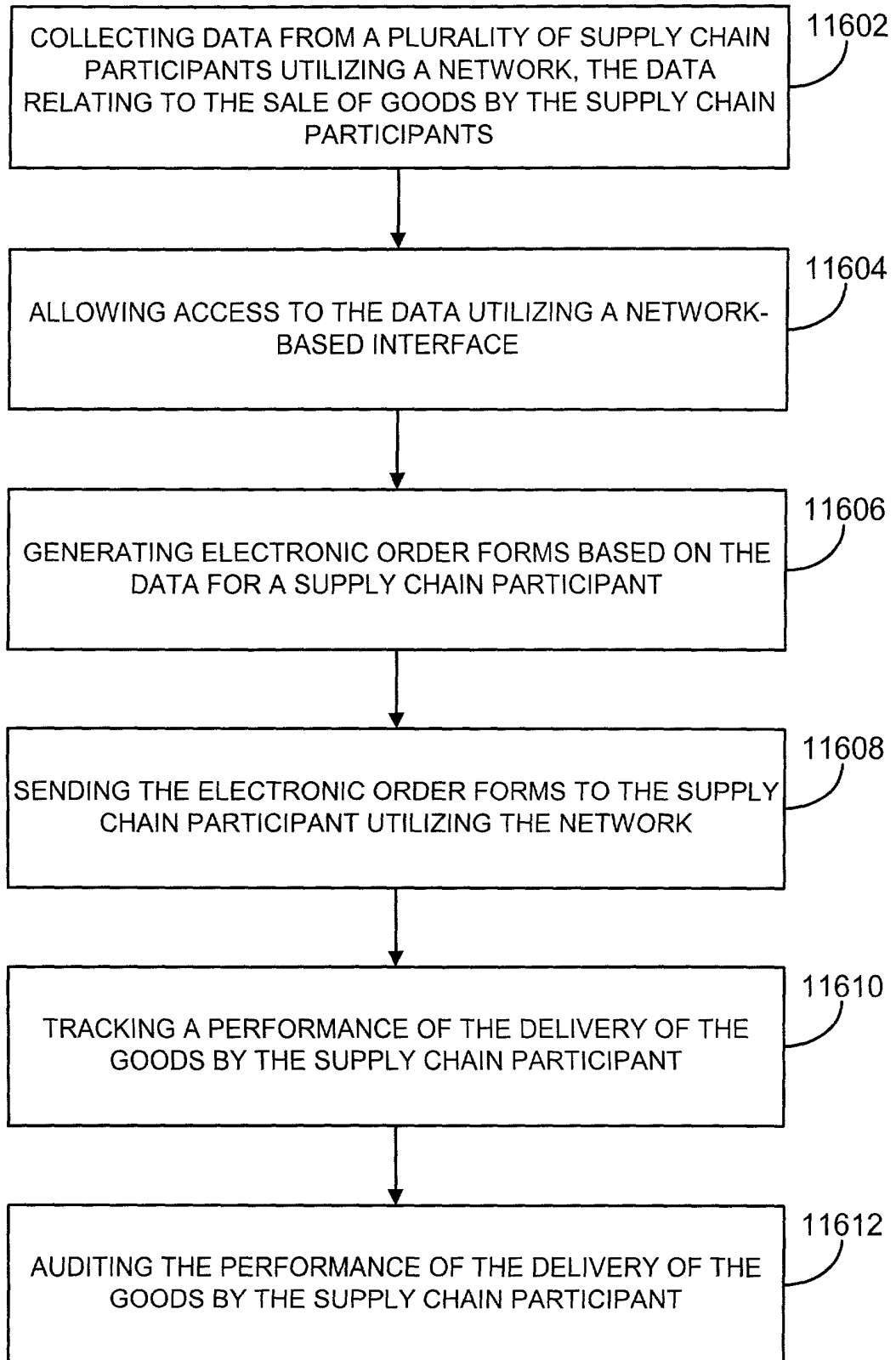
**FIG. 114**

11500



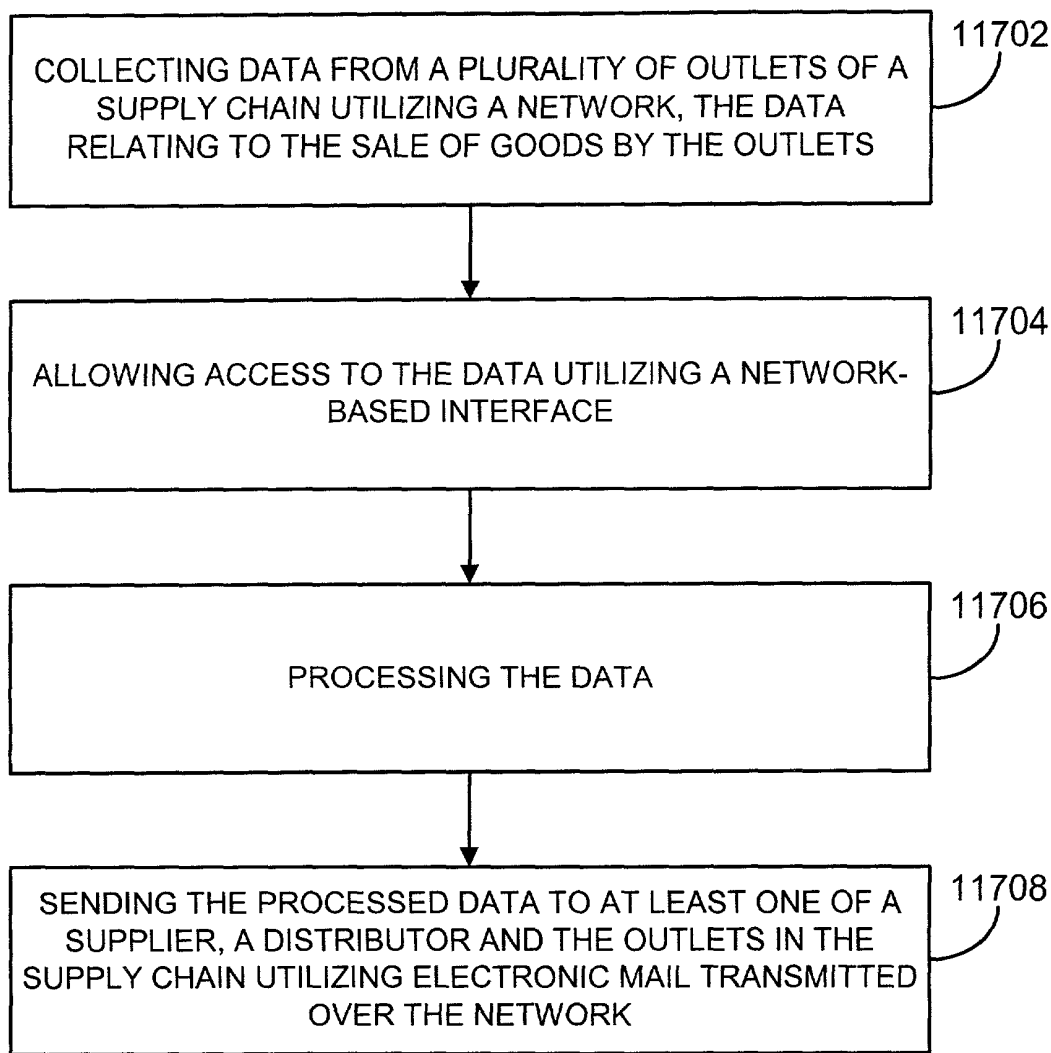
**FIG. 115**

11600



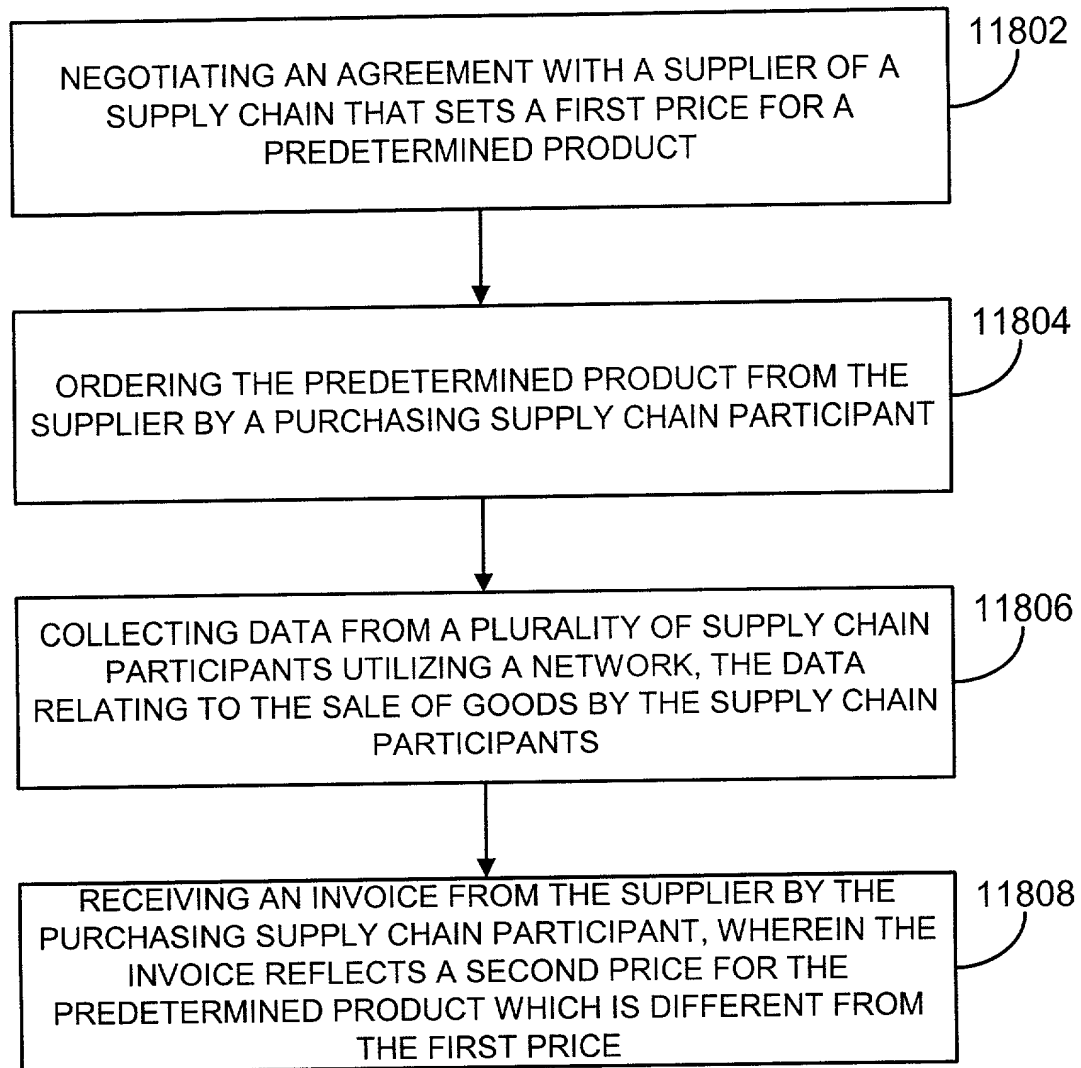
**FIG. 116**

11700



**FIG. 117**

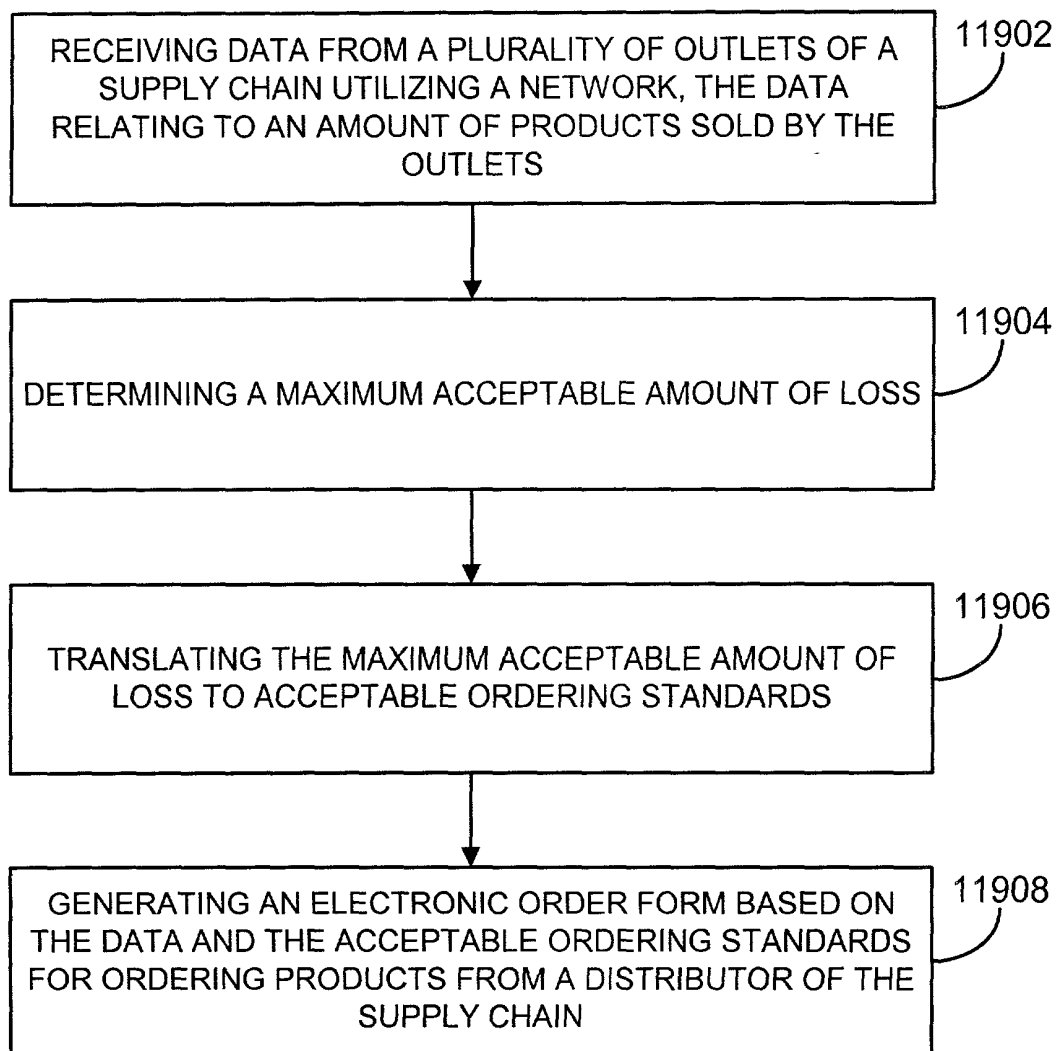
11800



**FIG. 118**

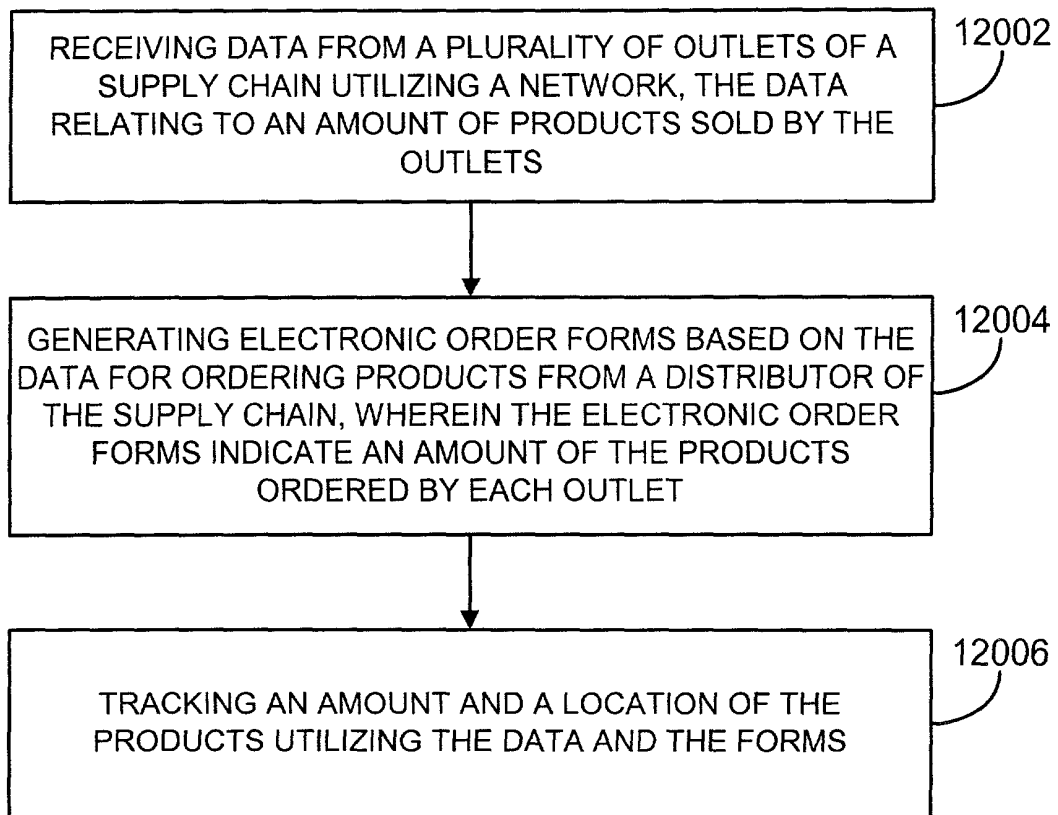


11900



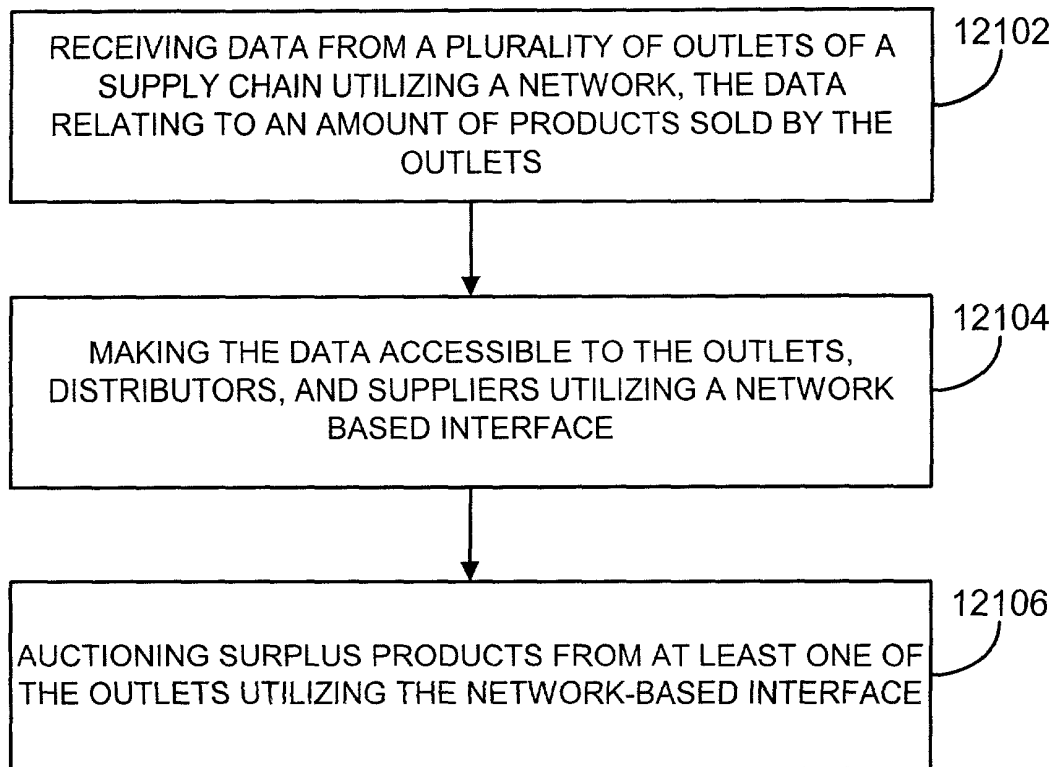
**FIG. 119**

12000



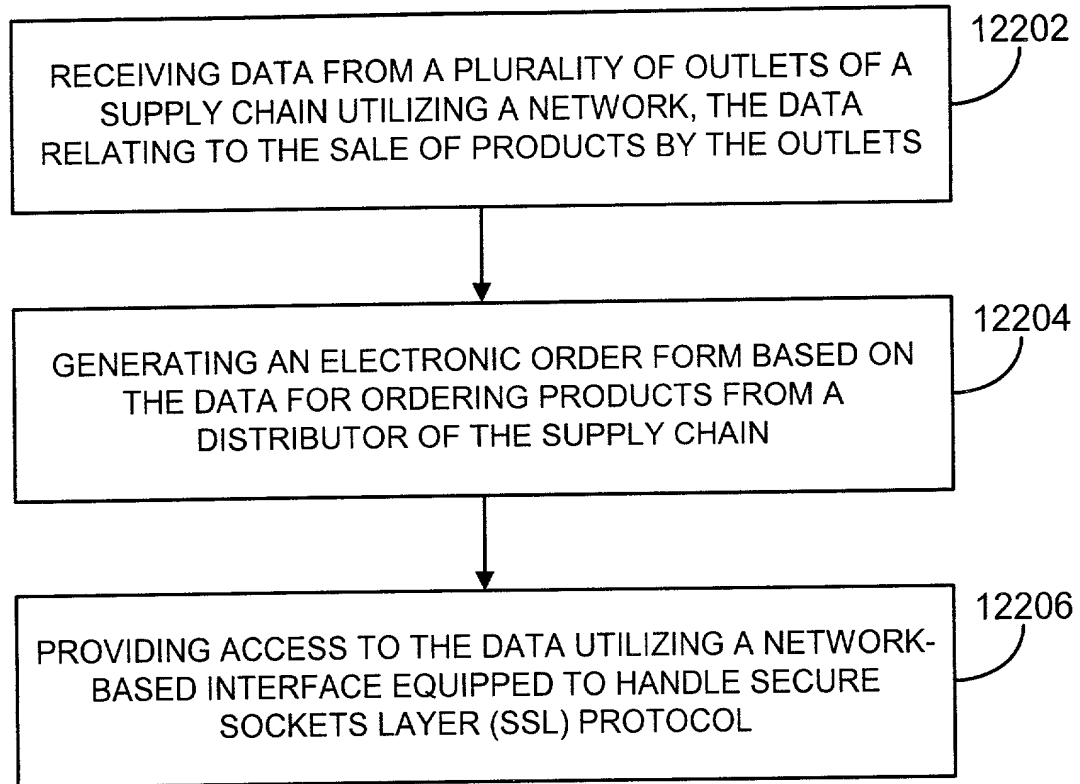
**FIG. 120**

12100



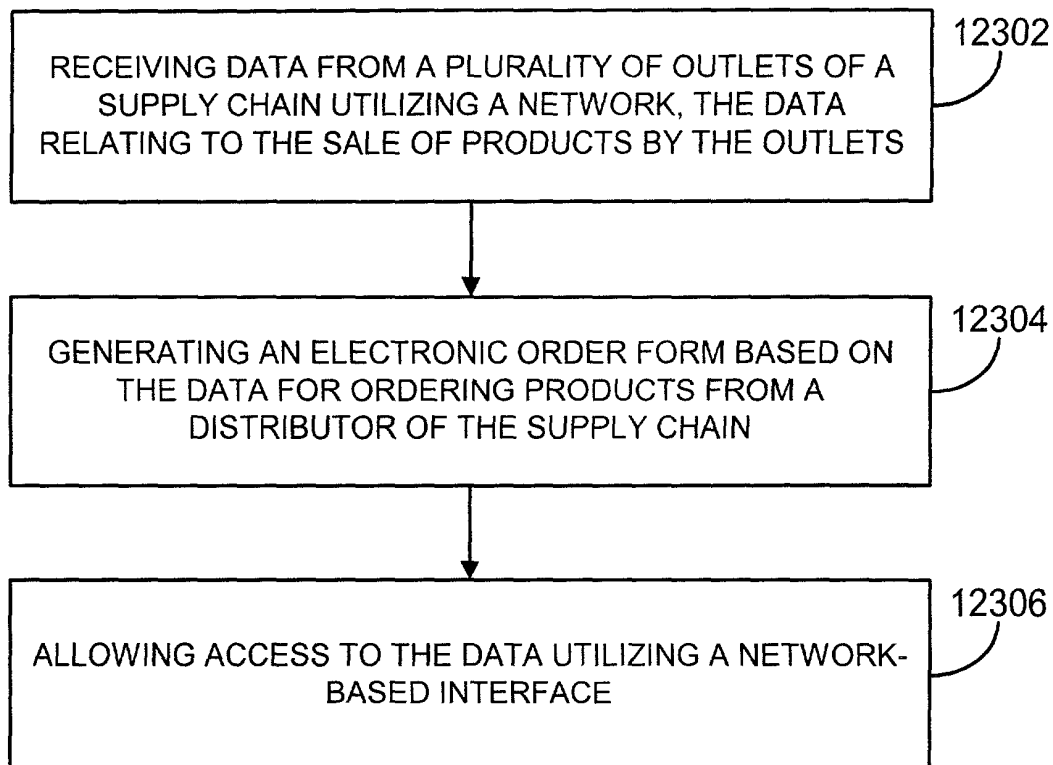
**FIG. 121**

12200



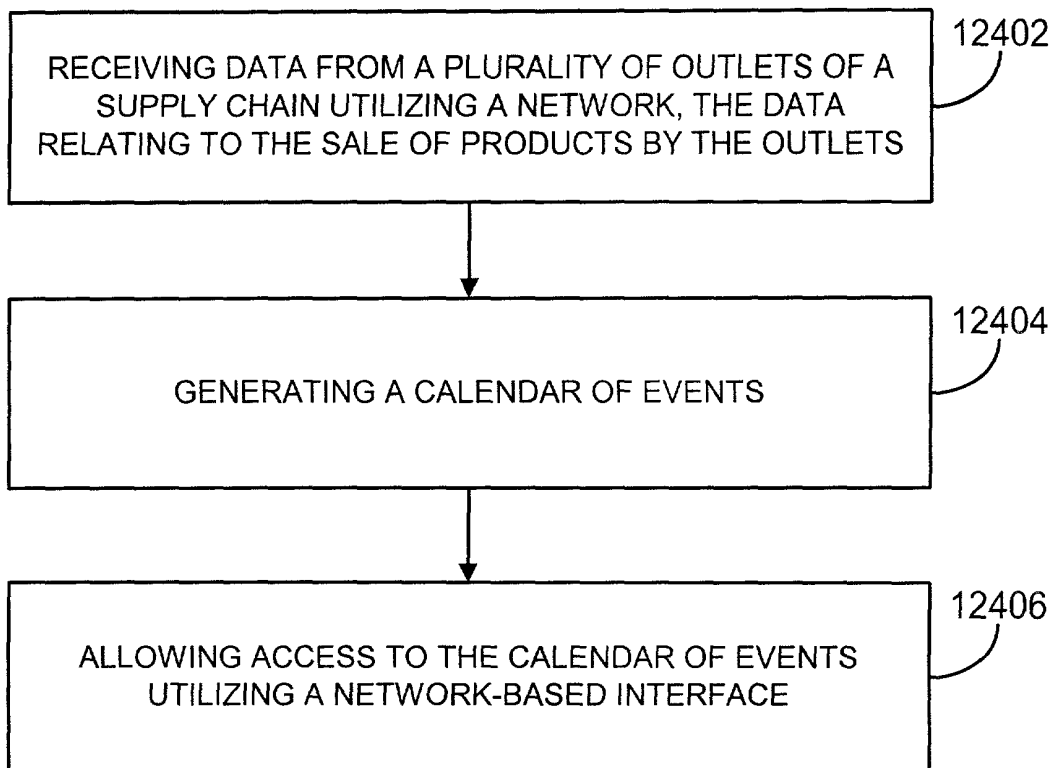
**FIG. 122**

12300



**FIG. 123**

12400



**FIG. 124**

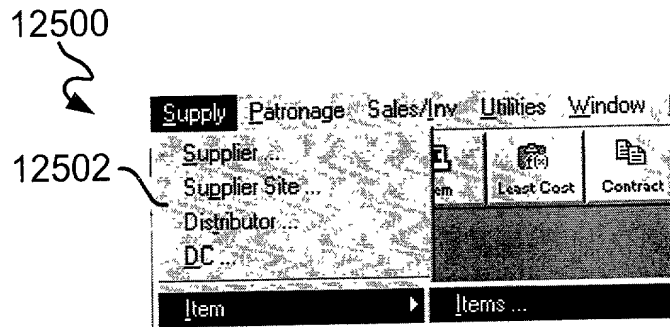


FIG. 125

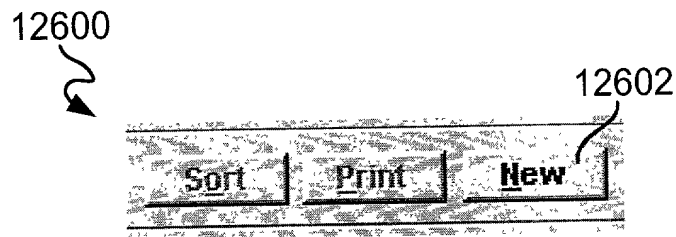


FIG. 126

A screenshot of a software application's form. The form contains several input fields and labels. On the left side, there are three labels: **Item Desc:**, **Item Number:**, and **Product Cat Code:**. On the right side, there are two labels: **Status Code:** and **Item Rank:**. The **Status Code:** field is a dropdown menu showing **Active**. The **Item Rank:** field is a dropdown menu. A label **12700** with a curved arrow points to the **Item Desc:** label. A label **12702** with a curved arrow points to the **Status Code:** dropdown menu.

FIG. 127

12800

12800



### Landed Cost by Distribution Center

Item	Inv FOB	Freight	Landed	Routing
Bag - Medium	4.85	0.23	5.08	TL
Bag - Large	6.7	0.23	6.93	TL
Biscuits - Frozen	12.33	1.15	13.48	TL
Brush - Pot, Long Handle	40.2	2.02	42.22	TL
Brush - Pot, Short Handle	24	1.39	25.39	TL
Carton - Breakfast	16.59	1.1	17.69	RDC
Carton - Large Fry	29.91	0.81	30.72	RDC
Carton - Medium Fry	18.92	0.73	19.65	TLMIN

FIG. 128



12900



FIG. 129

13000

<b>Supplier Item Desc:</b>		<b>Item No:</b>	
<b>Current:</b>	<input checked="" type="radio"/> Yes <input type="radio"/> No	<b>Tie Qty:</b>	
<b>Items per Case:</b>	5000	<b>High Qty:</b>	
<b>Innerpack Contents:</b>	5/1000	<b>Cases Per Pallet:</b>	
<b>Item Size:</b>		<b>Stacking Allowed:</b>	
<b>Case Length:</b>		<b>Universal Product Code:</b>	
<b>Case Width:</b>		<b>Cases Per Truckload:</b>	1350
<b>Case Depth:</b>		<b>Net Weight:</b>	39.00
<b>Case Dimension U/M:</b>	INCH(S)	<b>Gross Weight:</b>	39.00
<b>Item Cube:</b>	0.95 CUBIC FEET	<b>Weight U/M:</b>	POUND(S)
<b>Item Shelf Life:</b>		<b>Bar Code:</b>	

White Boxes Are Copied Across Suppliers / Grey Boxes Are Only Copied Within Same Supplier

FIG. 130

13100

<b>Site Information</b>	<b>Site Id:</b> 17355	<b>Site Role:</b> <i>FOB Shipping Point</i>
<b>Site Name:</b>	TYSON FOODS - NEW HOLLAND, PA	

13102

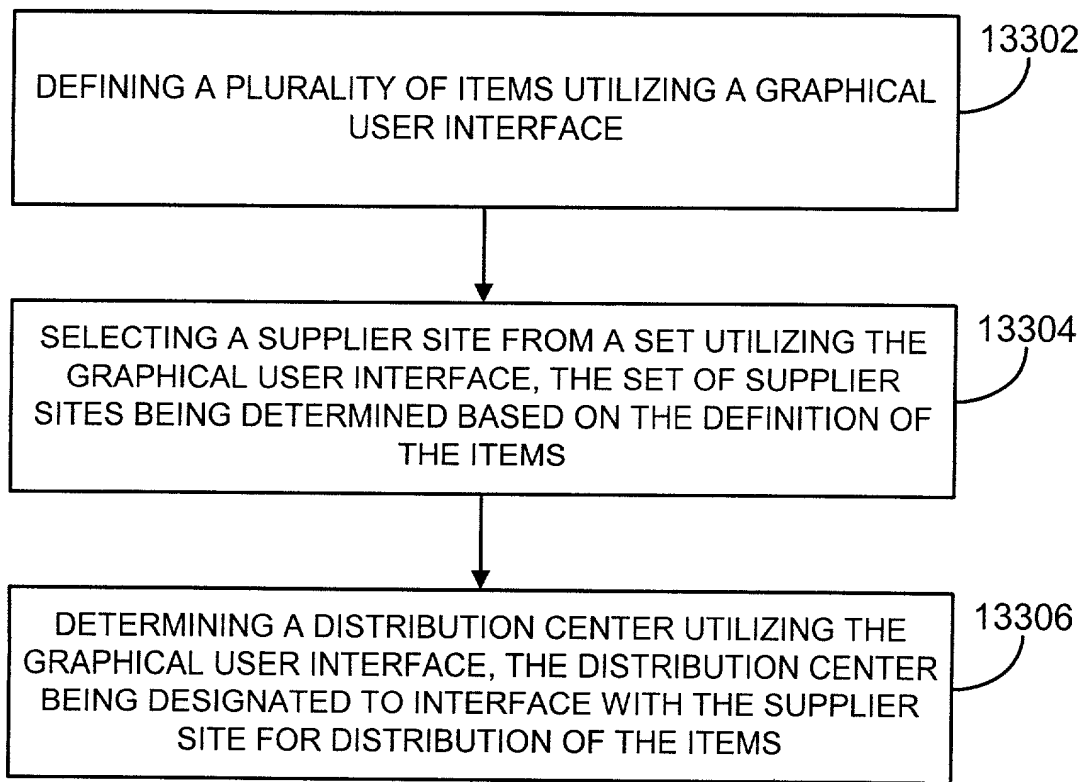
FIG. 131

13200

<b>Site Information</b>	<b>Site Id:</b> 16	<b>FOB Shipping Point</b>
<b>Name:</b>	AMERISERVE-FARMINGDALE, NY	<b>Railroad Name:</b>
<b>Status:</b>	Active	<b>Rail Sidings:</b>

FIG. 132

13300



**FIG. 133**

13400

<b>Item:</b> WRAP-BACON DOUBLE CHEESEBURGER DELUXE	<b>Begin:</b> 7/1/96	<b>End:</b> 9/1/96	<b>Final:</b> <input type="checkbox"/>
<b>Override Rules:</b> <input type="radio"/> Yes <input checked="" type="radio"/> No			
<b>Apply By:</b>		Cell <input type="text"/>	

FIG. 134

13500

DC	Supplier FOB Point
AMERISERVE-DENVER, CO	TYSON FOODS - GREEN FOREST, AR
AMERISERVE-DOUGLASVILLE, GA	TYSON FOODS - ALBERTVILLE, AL
AMERISERVE-FARMINGDALE, NY	TYSON FOODS - NEW HOLLAND, PA

FIG. 135

13600

Con FOB	Inv FOB	Freight	Landed
34.3200	34.3900	0.8400	35.2300
34.3200	34.3900	0.2900	34.6800

FIG. 136

13700

Contr	LB	Trk	Routing
96	83,600	2.0	TL
96	215,040	5.1	TL

FIG. 137

13800



FIG. 138

13900

Min Ordr	UM	Slip	Deliv.
1	TRUCKLOAD(S)	Pallet	
1	TRUCKLOAD(S)	Pallet	

FIG. 139

14000

Carrier	Stated Vol
Truck	83,600
Truck	215,040

FIG. 140

14200



FIG. 142

14100

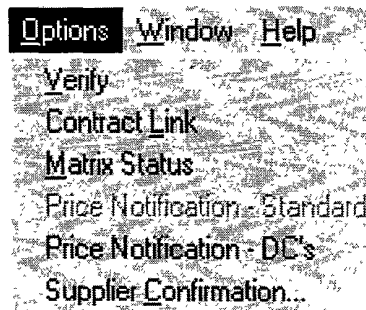


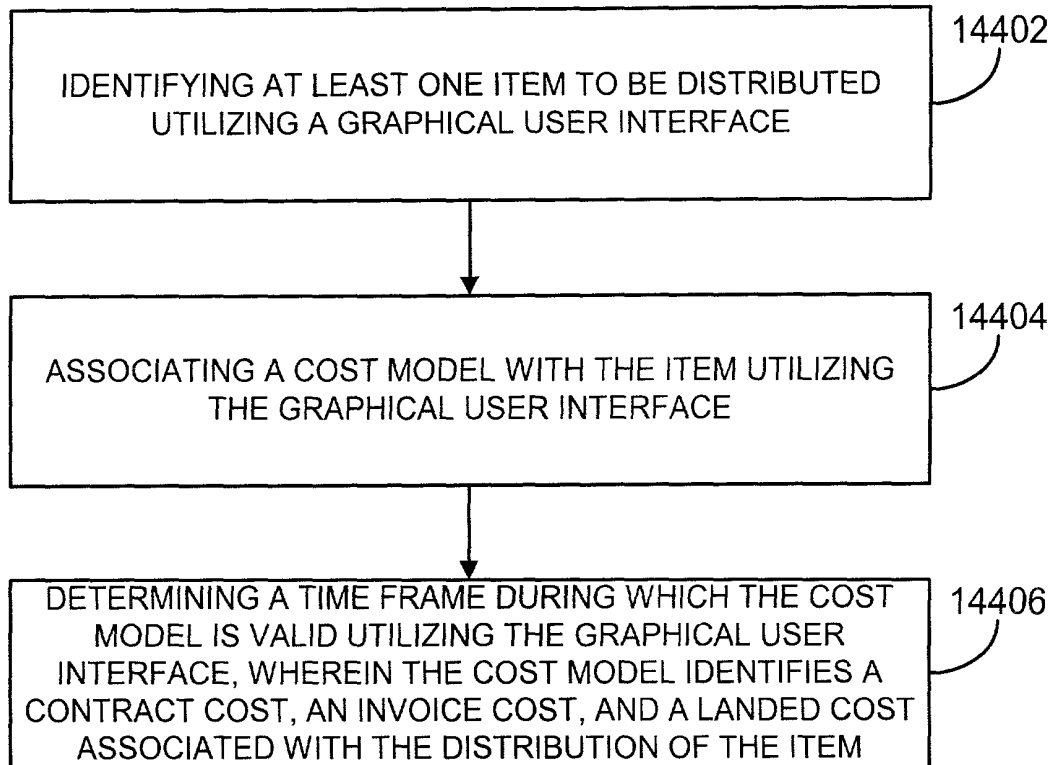
FIG. 141

14300

<u>C</u> ost	▶	E <u>d</u> it / View ...	F3
Commodities	▶	New (using previous matrix) ...	F4
		New (build matrix) ...	F5
<u>V</u> endor Rating	▶		
Con <u>t</u> act M <u>a</u> nagement	▶	Multi Item Price Notification ...	

FIG. 143

14400



**FIG. 144**

14500



FIG. 145

14600

Contract ID: 673 - TYSON FOODS

Initial Buyer Name: Jamie Hersh

Current Buyer Name: Chris Stanton

FIG. 146

14700

Contract Start Date: 05/15/98

Contract End Date: 12/31/02

Execution Date: 5/15/98

Effective: Shipment Date

Payment Terms: Net 10

FIG. 147

14800



FIG. 148

14900



FIG. 149

15000



FIG. 150

15100

Select the End Dates to Use on the Exhibit

Item Description	Cost Matrix End Date	Contract End Date	No End Date
BEEF - 77%	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF WHOPPER 4.0 OZ	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF WHOPPER JR. 2.8 OZ.	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date

FIG. 151

15200

Options Window Help

New Items...

Delete Item...

Exhibit A

Exhibits B

Exhibits C

Replacement Exhibit B

FIG. 152

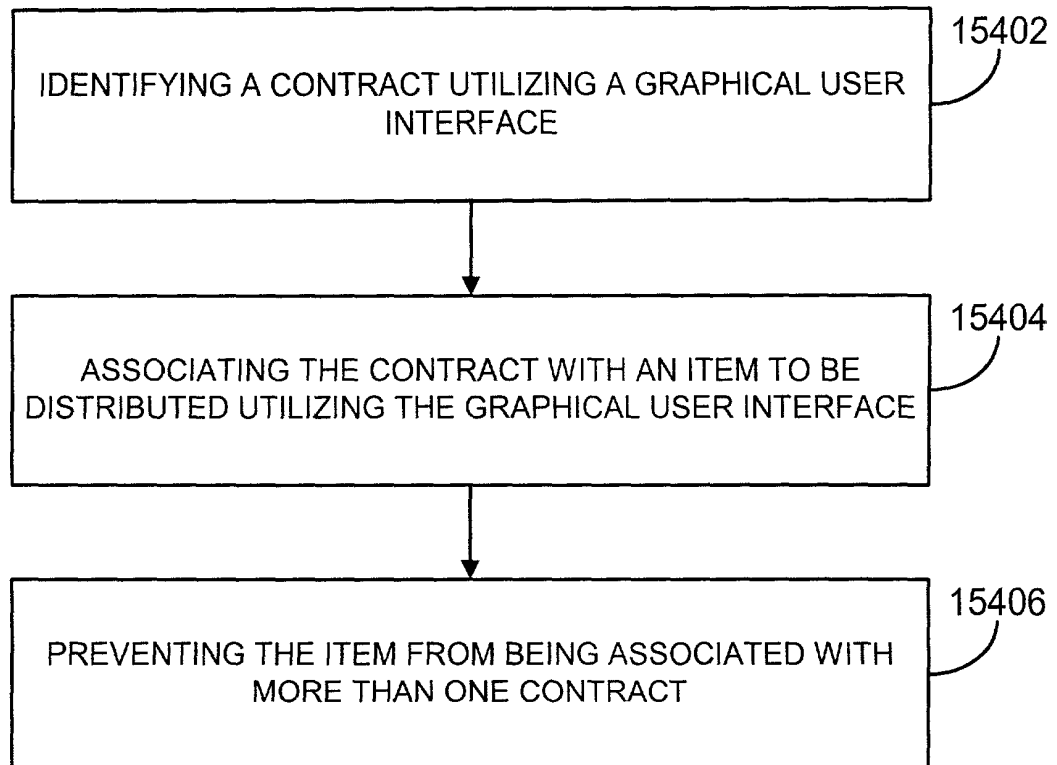
15300

Exhibit C

FIG. 153



15400



**FIG. 154**

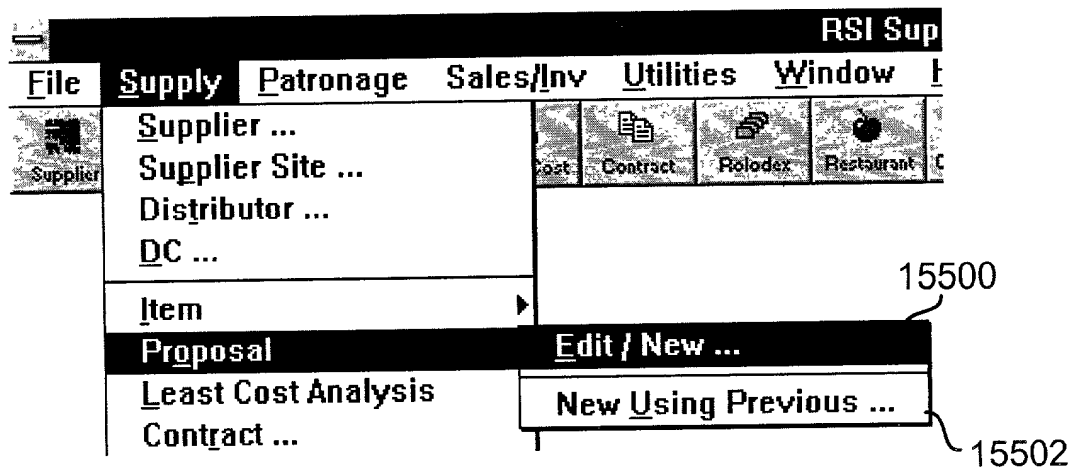


FIG. 155

15600

**Proposal - Foam Hot Cups & Polystyrene Lids**

**Main Info** | Items | Suppliers | DCs | FDB Price | DC/Rest. | Usage | Templates | View Bid

**Proposal Information**

**Proposal ID:** 1021 **Proposal Due Date:** 06/12/97

**Proposal Name:** Foam Hot Cups & Polystyrene Lids **Contract Begin Date:** 07/01/97

**Buyer Name:** Dennis Clabby **Contract End Date:** 06/30/98

**Actions**

#	Date	Action Description
1	05/28/97	Sent this bid to Dart and also sent a request for information to WinCup

**FIG. 156**

15700



FIG. 157

15800

**Proposal - Foam Hot Cups & Polystyrene Lids**

Main Info | **Items** | Suppliers | DCs | FOB Price | DC/Rest. | Usage | Templates | View Bid

**Search** **Query** **Reset**

Query Values 2 Rows Selected

Item Description
CUP-HOT

Item Description
LID-HOT 12/16 OZ (DRY)
LID-HOT 8 OZ (DRY)

> >> << <

FIG. 158

15800

**Proposal - Foam Hot Cups & Polystyrene Lids**

Main Info | **Items** | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | Recreate Bid

Search Query Reset

6 Rows Found 5 Rows Selected

Item Description		Item Description
CUP-HOT 12 OZ (PAPER)	DRY	CUP-HOT 12 OZ (DRY)
CUP-HOT 16 OZ (PAPER)	DRY	CUP-HOT 16 OZ (500 CT) (DRY)
CUP-HOT 8 OZ (PAPER)	DRY	CUP-HOT 8 OZ (DRY)
		LID-HOT 12/16 OZ (DRY)
		LID-HOT 8 OZ (DRY)

15902

15904

15906

15908

FIG. 159

16000

Main Info | Items | Suppliers | DCs | **FOB Price** | DC/Rest | Usage | Templates | Recreate Bid

Select The Appropriate FOB Price Component Worksheet For Each Item

Item Description	FOB Price Component
MAYO-BULK	Mayonaise Components

(None Selected)

Generic FOB Pricing

Mayonaise Components

FIG. 160

16100

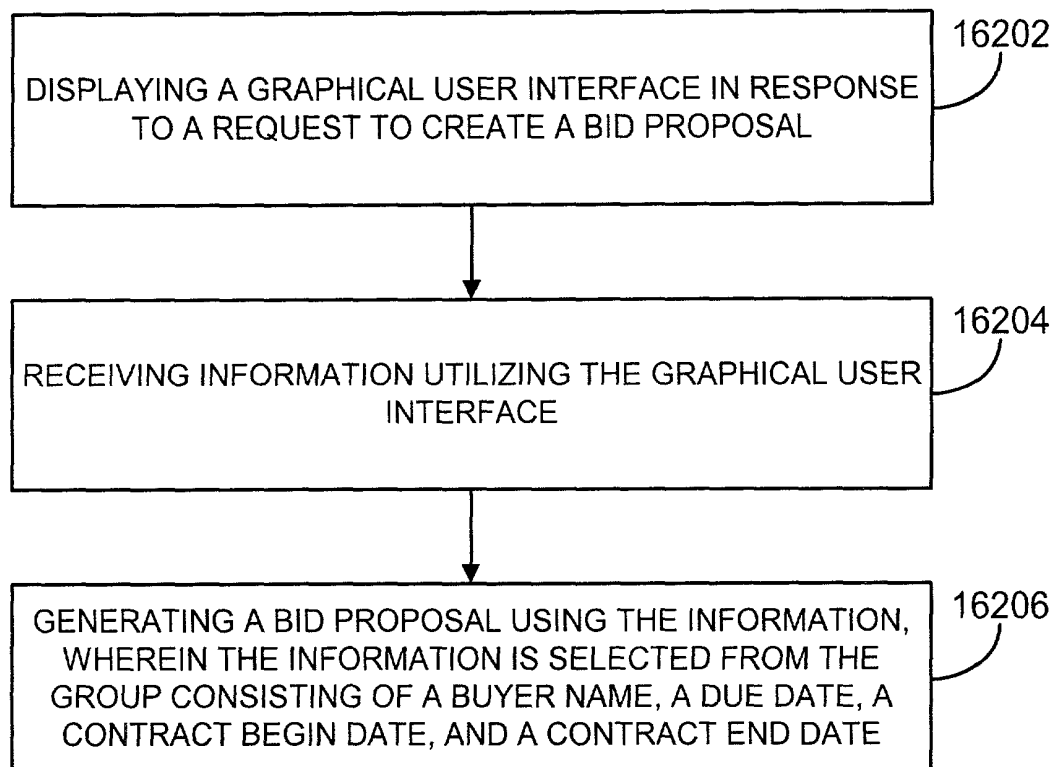
Item	Growth %	Gross Wgt.	Item Cube	Contract Period
CHICKEN-BK BROILER	5.00%	62	1.26	09/01/97 to 12/31/97
CHICKEN-PATTY	7.00%	37.00	1.09	
CHICKEN-TENDERS	0.00%	25.00	1.06	

Distribution Center	Previous Case Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC/Item Growth	Projected Unit Usage	
POST-ALBUQUERQ	576	30	99.34%	6.03	5.00%	755	
POST-DENVER	833	39	99.05%	6.68	5.00%	1,083	
POST-SALT LAKE	116	2	80.00%	5.46	5.00%	37	

FIG. 161

16200



**FIG. 162**

16300



FIG. 163

16400



	<i>Supply</i>	<i>MS</i>	<i>Editable</i>
		<i>Word</i>	<i>Y/N</i>
Bid Proposal Cover Letter	?		Y
General Terms and Conditions	?		N
Usage Estimates	?		N
Supplier Facility Worksheets	?		N
Item Information Worksheets	?		N
Sample Supply Agreement		?	N
BK Specification Request		?	N
FOB Price Component		?	Y
Truckload Freight Worksheet	?		N
LTL Freight Worksheet	?		N

FIG. 164



16500

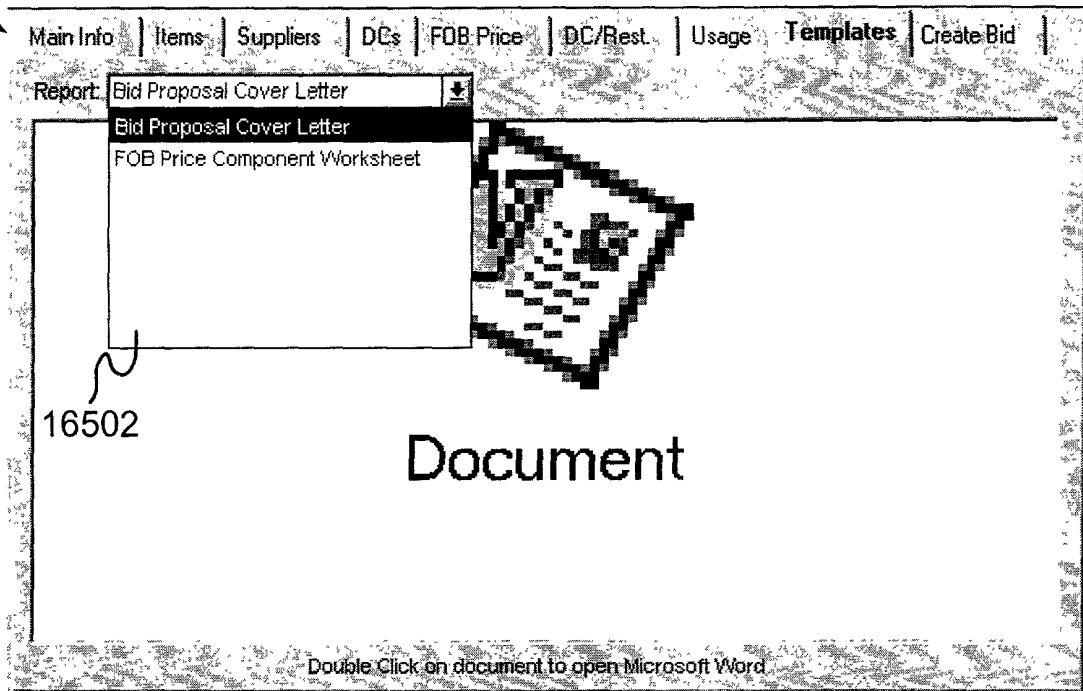


FIG. 165

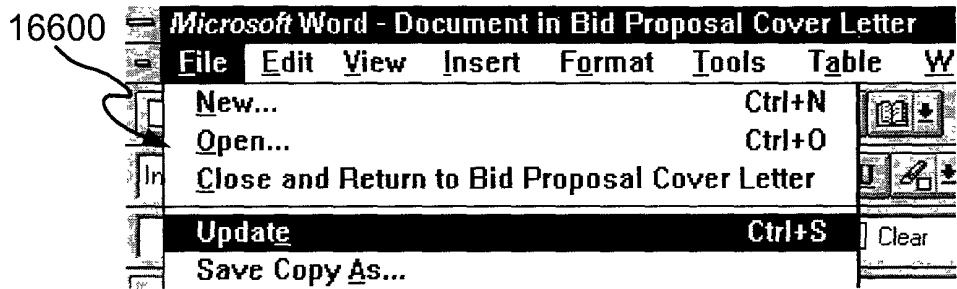


FIG. 166

16700

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | Create Bid

Bid Proposal Sent ☐

Bid Proposal Will Include Checked Documents

General	Cost
Bid Proposal Cover Letter <input checked="" type="checkbox"/>	FOB Price Component Worksheet <input checked="" type="checkbox"/>
General Terms & Conditions <input checked="" type="checkbox"/>	Truckload Freight Worksheet <input checked="" type="checkbox"/>
Usage Estimates <input checked="" type="checkbox"/>	LTL Freight Worksheet <input checked="" type="checkbox"/>
Supplier Facility Worksheet <input checked="" type="checkbox"/>	
Item Information Worksheet <input checked="" type="checkbox"/>	Blank Sheets
Sample Supply Agreement <input checked="" type="checkbox"/>	Supplier Facility Worksheet <input checked="" type="checkbox"/>
BK Specification Request <input checked="" type="checkbox"/>	Item Information Worksheet <input checked="" type="checkbox"/>
	FOB Price Component Worksheet <input checked="" type="checkbox"/>
	Truckload Freight Worksheet <input checked="" type="checkbox"/>
	LTL Freight Worksheet <input checked="" type="checkbox"/>

\* LTL Freight Worksheet will be printed by system if necessary

FIG. 167

16800

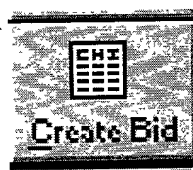


FIG. 168

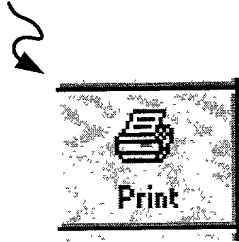
16900

Report: 7/2/97

Item Information Worksheet	Supplier: (all)
Bid Proposal Cover Letter	
FOB Price Component Worksheet	
General Terms & Conditions	
Item Information Worksheet	<b>Restaurant Services, Inc.</b>
LTL Freight Worksheet	<b>Item Information Worksheet</b>
Sample Supply Agreement	ATTY
Supplier Facility Worksheet	DS

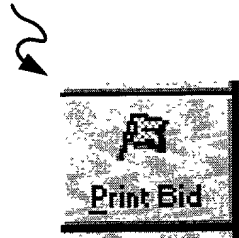
FIG. 169

17000



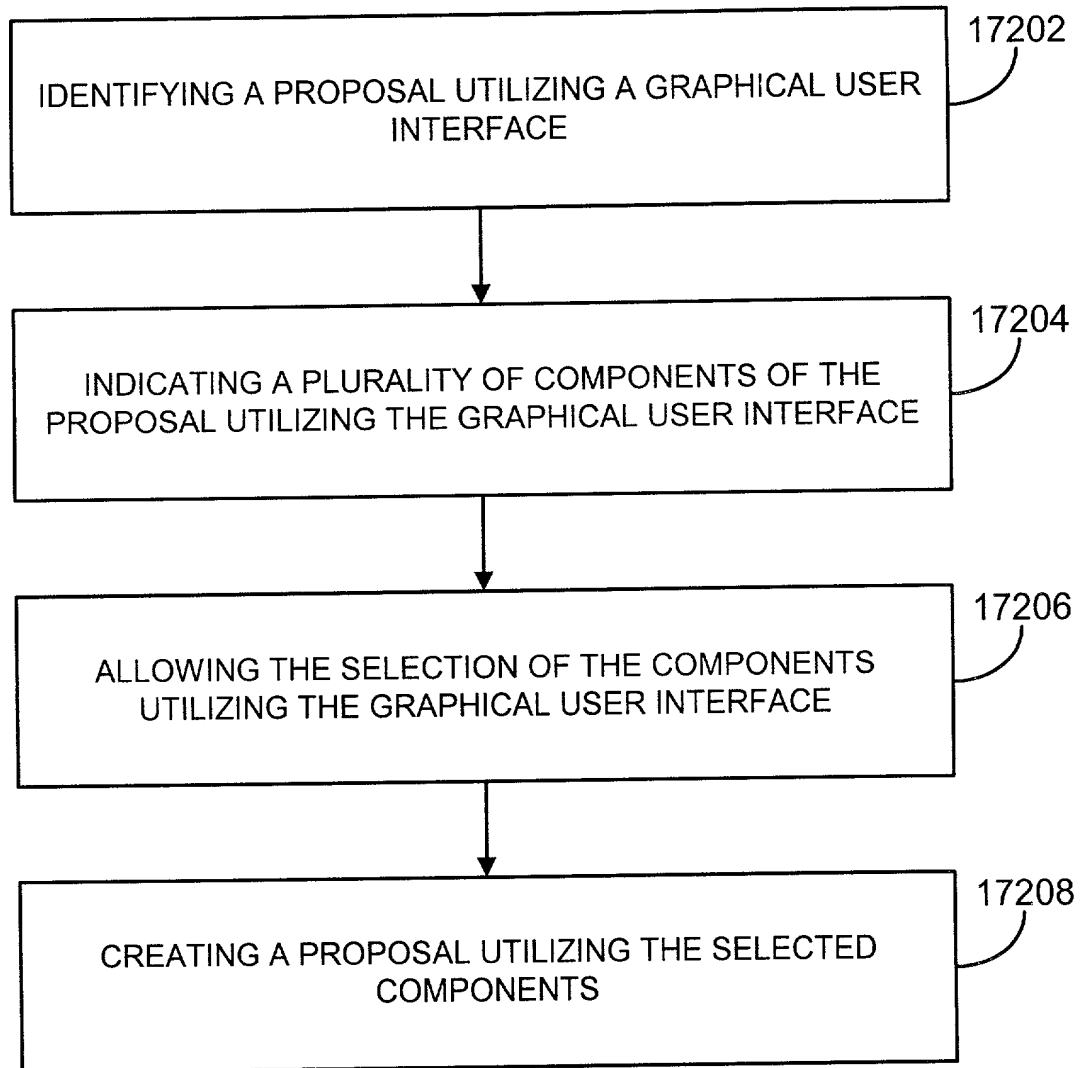
**FIG. 170**

17100



**FIG. 171**

17200



**FIG. 172**

17300

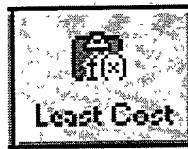


FIG. 173

17400

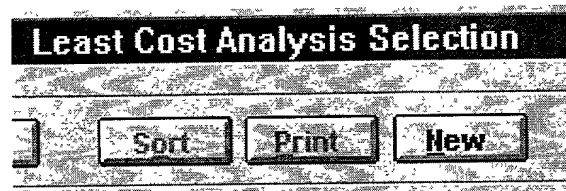


FIG. 174

17500

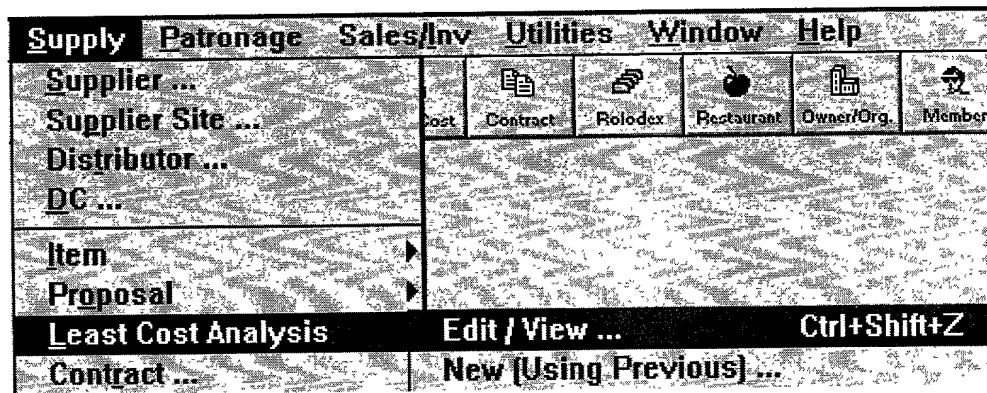



FIG. 175

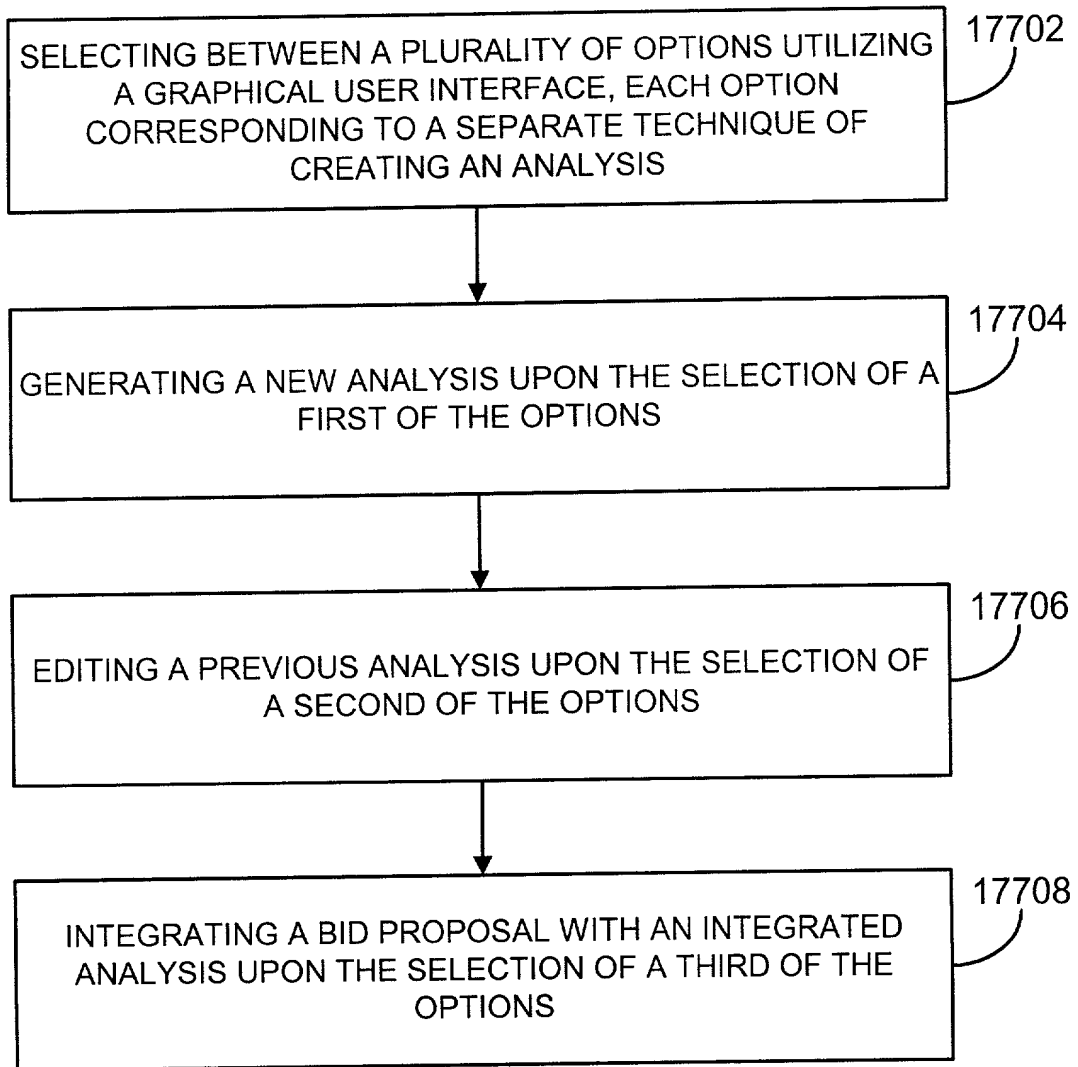
**Bid Proposal Name:** (None)   
Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98)  
Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97)

17600



**FIG. 176**

17700



**FIG. 177**

17800

Analysis Name: Hash Brown Actual  
Analysis ID: 1036  
Buyer: Dennis Clabby  
Period of Agreement: 10/1/97 THRU 9/30/98  
Unit Of Measure: CASE(S)

FIG. 178

17900

Version ( 1 ) of ( 9 ) Base version

What is the max # of FOB points to allocate to each DC ? One FOB  
What is pricing method for this version ? FOB + Freight  
What is the RSI Invoice FOB Upcharge (Downcharge) ? 0.0000  
Override RDC Truckload Validation? No  
Solution Strategy: Standard Last Revision: 9/15/97 1:04 PM

FIG. 179



18000



FIG. 180

18100

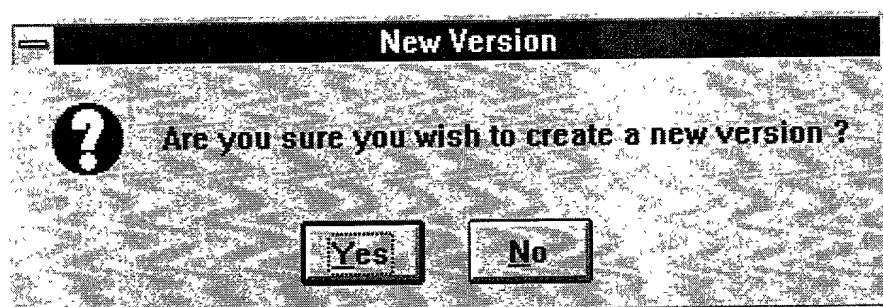
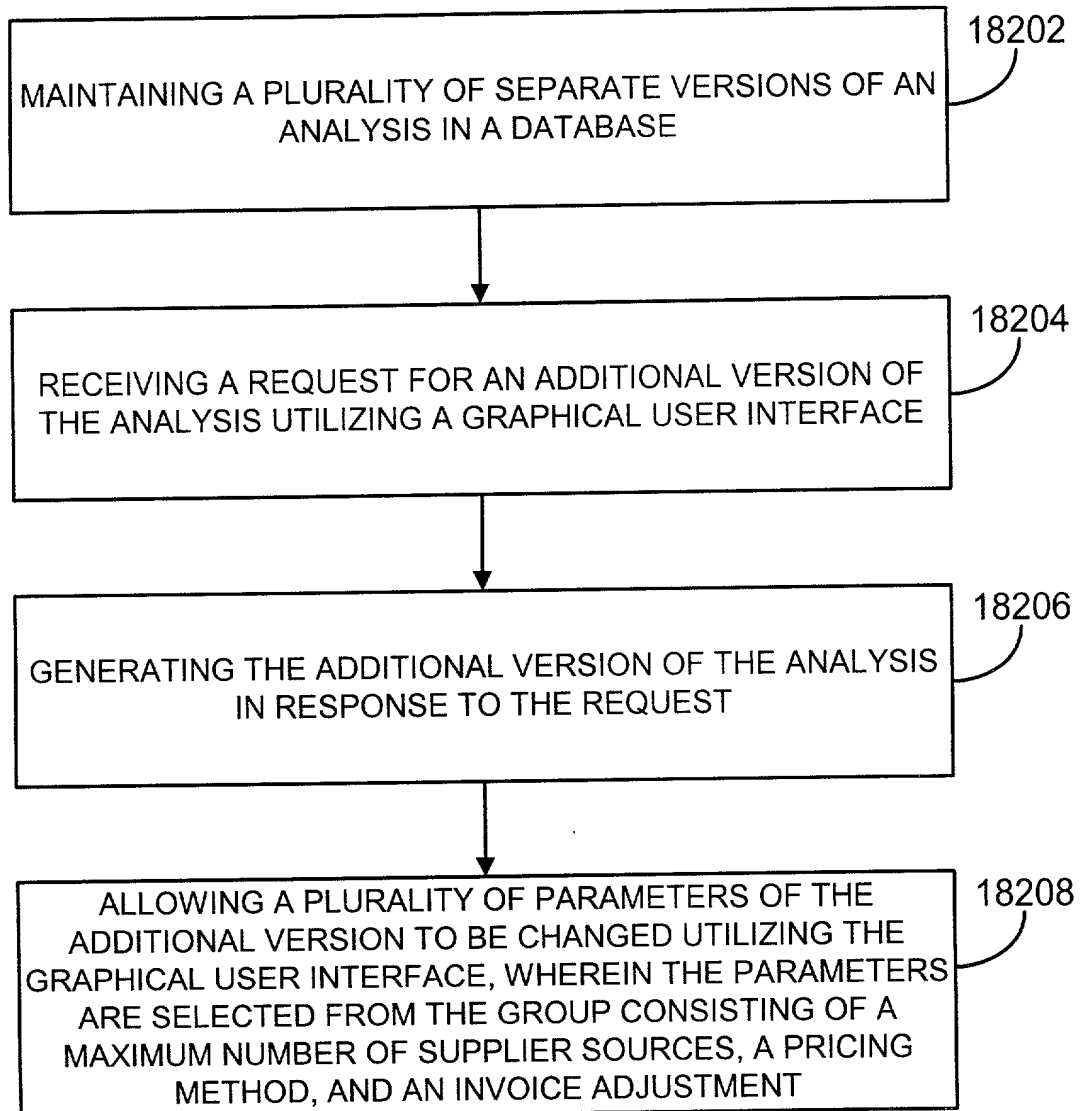


FIG. 181

18200



**FIG. 182**

18300

Search Query Reset

Query Values

Supplier FOB
DOP

>

>>

7 Rows Selected

Supplier FOB
DOPACO-DOWNTOWN, PA
DOPACO-KINSTON, NC
DOPACO-ST. CHARLES, IL
DOPACO-STOCKTON, CA
IMPERIAL BONDWARE-SHELBYVILLE, IL

18302

FIG. 183

18400

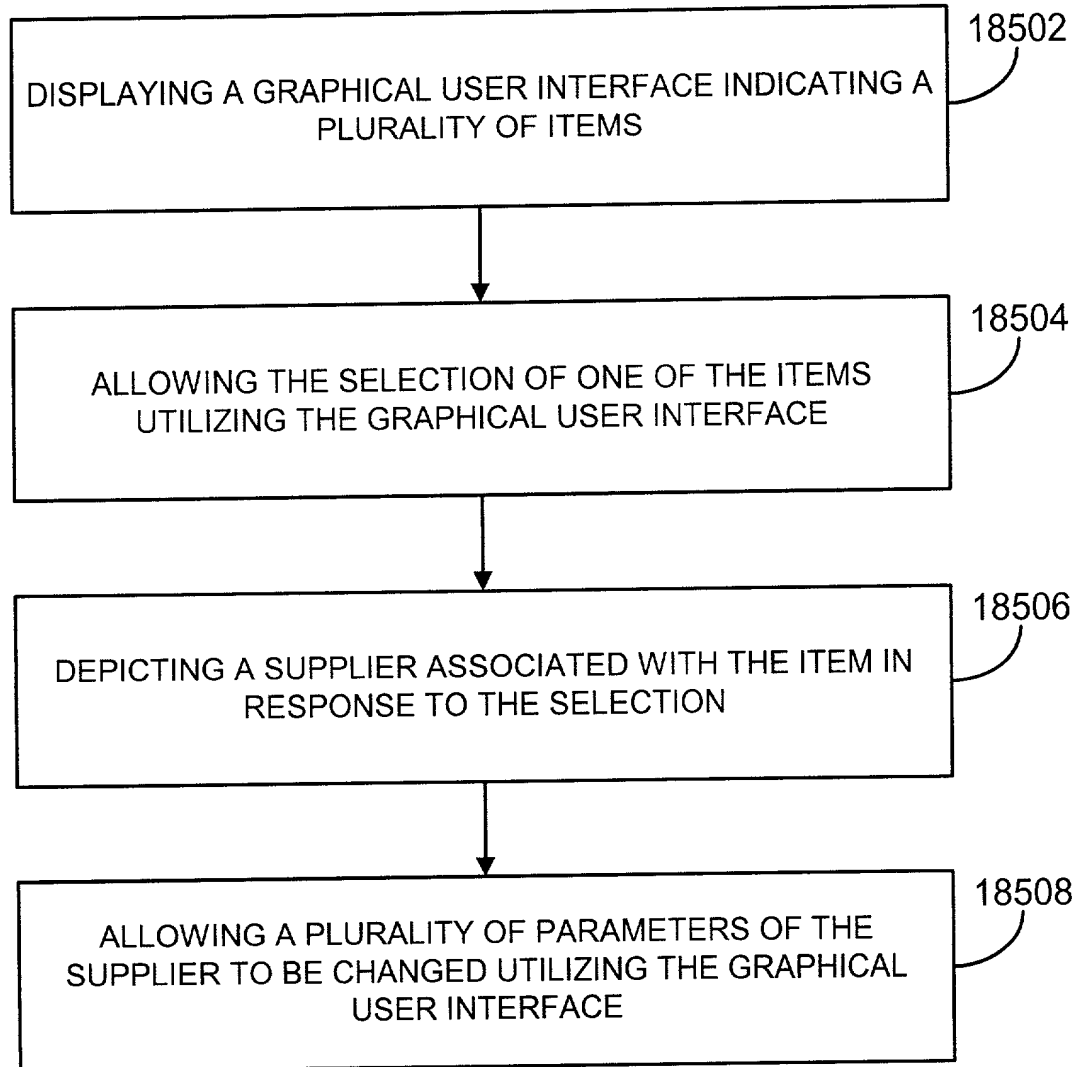


Item Description	Conv. Factor
FRIES-COATED (FRZN)	36

18402

FIG. 184

18500



**FIG. 185**

18600

Item Description	Supplier FOB
CUP-COLD 16 OZ	DOPACO-DOWNTOWN, PA
CUP-COLD 22 OZ	DOPACO-DOWNTOWN, PA
CUP-COLD 32 OZ	DOPACO-DOWNTOWN, PA

<b>Supplier Item Desc:</b>	16 OZ COLD CUP	<b>Item No:</b>	CP2942
<b>Items per Case:</b>		<b>Tie Qty:</b>	5
<b>Innerpack Contents:</b>	1200	<b>High Qty:</b>	5
<b>Item Size:</b>		<b>Cases Per Pallet:</b>	25
<b>Item Shelf Life:</b>		<b>Stacking Allowed:</b>	<input checked="" type="radio"/> Yes <input type="radio"/> No
<b>Case Length:</b>	22.125	<b>Mandatory Case Cube:</b>	3.43 CUBIC FEET
<b>Case Width:</b>	15.125	<b>Cases Per Truckload:</b>	769
<b>Case Depth:</b>	17.75	<b>Gross Weight:</b>	29.28 POUND(S)
<b>Case U/M:</b>	INCH(S)	<b>Net Weight:</b>	27.28 POUND(S)

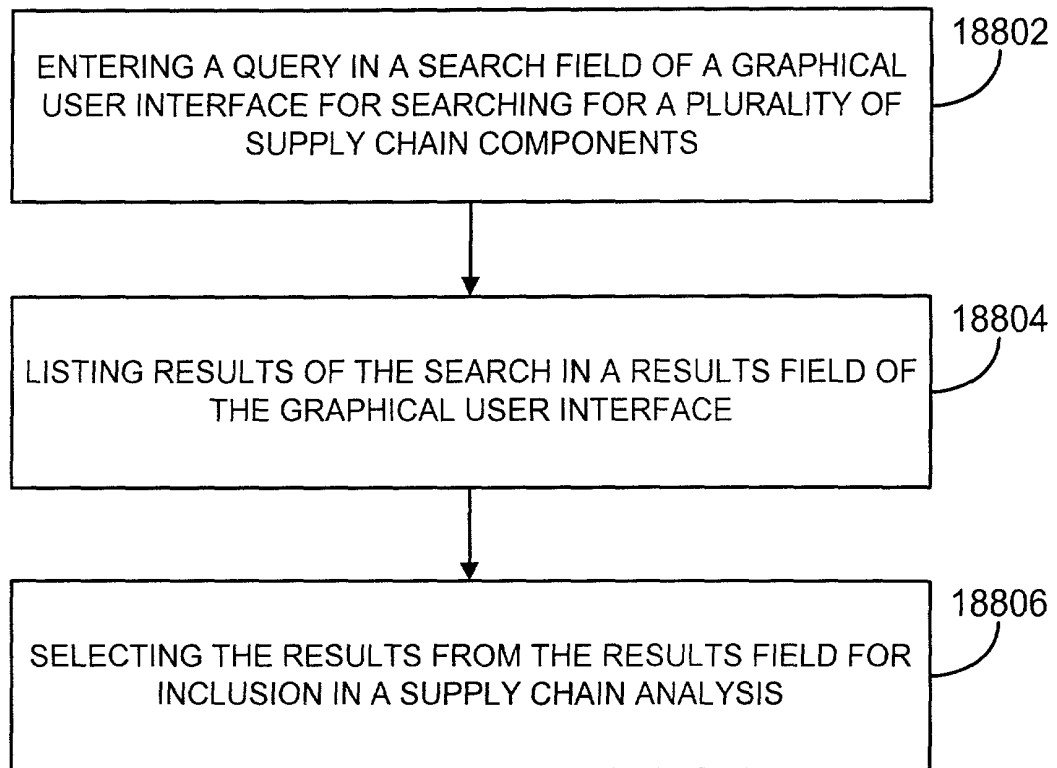
FIG. 186

18700



FIG. 187

18800



**FIG. 188**

18900

Supplier	Terms	SLP/PLT	Minimum	Maximum	Include	
CAVENDISH FARMS		↓ Pallet ↓			<input checked="" type="radio"/> Yes <input type="radio"/> No	↑
J.R. SIMPLOT COMPANY		↓ Pallet ↓			<input checked="" type="radio"/> Yes <input type="radio"/> No	
LAMB-WESTON, INC.		↓ Pallet ↓	200,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No	↓
Supplier FOB			Minimum	Maximum	Include	
LAMB-WESTON, INC. - PASCO, WA			90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No	
LAMB-WESTON, INC. - RICHLAND, WA			0	55,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No	
LAMB-WESTON, INC. - AMERICAN FALLS, ID			90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No	

FIG. 189

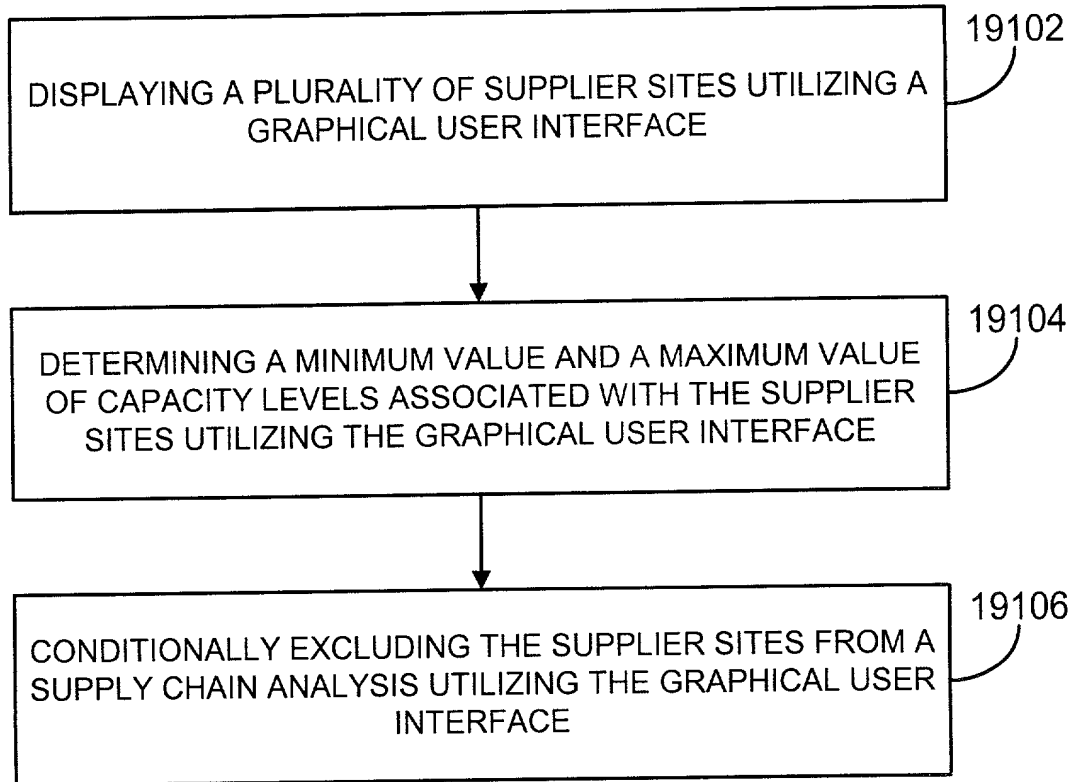
19000

Supplier	Terms	SLP/PLT	Minimum	Maximum	Include	
MCCAIN FOODS		↓ Pallet ↓			<input checked="" type="radio"/> Yes <input type="radio"/> No	↑
NESTLE FOOD COMPANY		↓ Pallet ↓			<input checked="" type="radio"/> Yes <input type="radio"/> No	
ORE-IDA FOODS		↓ Pallet ↓	225,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No	↓
Supplier FOB			Minimum	Maximum	Include	
MCCAIN FOODS, LTD. - PRINCE EDWARD ISLAND			18,000,000	30,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No	
MCCAIN FOODS, LTD. - PORTAGE LE PRAIRIE			45,000,000	50,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No	
MCCAIN FOODS, INC. - OTHELLO, WA			27,000,000	132,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No	

FIG. 190



19100



**FIG. 191**

19200

Supplier	#	Volume	
HUDSON INDUSTRIES	0		
INTERNATIONAL DIVERSEFOODS	0		
SUPERIOR COFFEE & FOODS	0		

Supplier FOB	Item	Cont FOB	#	Volume
HUDSON INDUSTRIES-TROY AL	MAYO-BULK	8.4200	0	
HUDSON INDUSTRIES-TROY AL	SAUCE-BULK-TARTAR	9.2300	0	

FIG. 192

19300

Supplier	#	Volume
SSI FOOD SERVICES	0	
TEXAS AMERICAN FOOD SERVICE	0	
WHITEFORD FOODS	0	

Supplier FOB	Item	Cont FOB	#	Volume
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0026	0	
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0016	1	2,090,000
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0010	2	2,508,000

FIG. 193

19400

Supplier	#	Volume
VENTURA FOODS	0	
VENTURA FOODS	1	100,000

Supplier FOB	Item	Cont FOB	#	Volume
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.9400	0	
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.8400	1	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.5100	0	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.4100	1	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.1200	0	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.0200	1	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.5800	0	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.4800	1	

FIG. 194

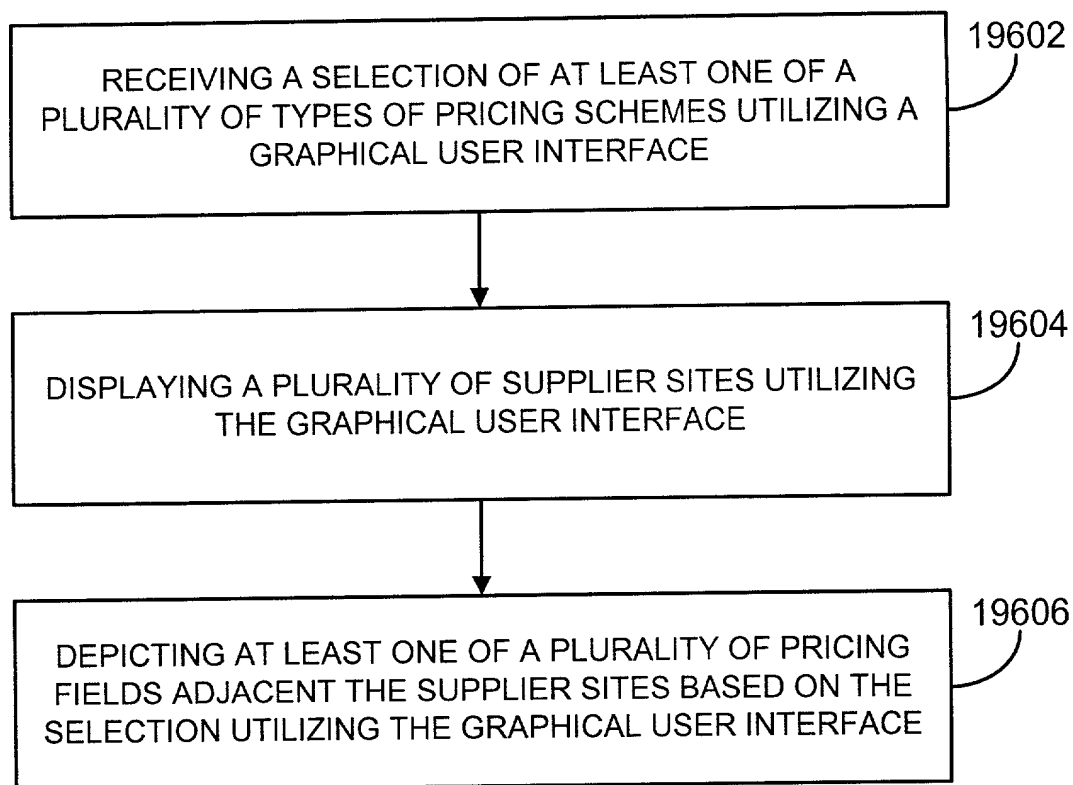
19500



Item Description		Supplier FOB	
FRIES-COATED		CAYENDISH-PRINCE EDWARD	
FRIES-COATED		J.R. SIMPLOT COMPANY-HERMISTON	
FRIES-COATED		LAMB-WESTON, INC-PASCO, WA	
Distribution Center	Delivered	#	Volume
AMERISERVE-OMAHA, NE	0.3750	0	0
AMERISERVE-PLYMOUTH, MN	0.3850	0	0
AMERISERVE-WAUKESHA	0.3670	0	0
FLEMING FOODS-KAPOLEI	0.4725	0	0
KING PROVISION-ATLANTA	0.3950	0	0

FIG. 195

19600



**FIG. 196**

19700



Total Rest. Growth Amount		Usage Period	
5.00% ~ 19702		09/01/97 to 08/31/98	
Distribution Center	Current Rest. Count	Restaurant Growth %	Projected Avg. Rest. Count
AMERISERVEPOST-ALBUQUERQUE	27	5.00%	28
AMERISERVEPOST-DENVER	35	5.00%	37
AMERISERVEPOST-SALT LAKE UT	2	5.00%	2
AMERISERVE-OMAHA, NE	166	5.00%	174

FIG. 197

19800

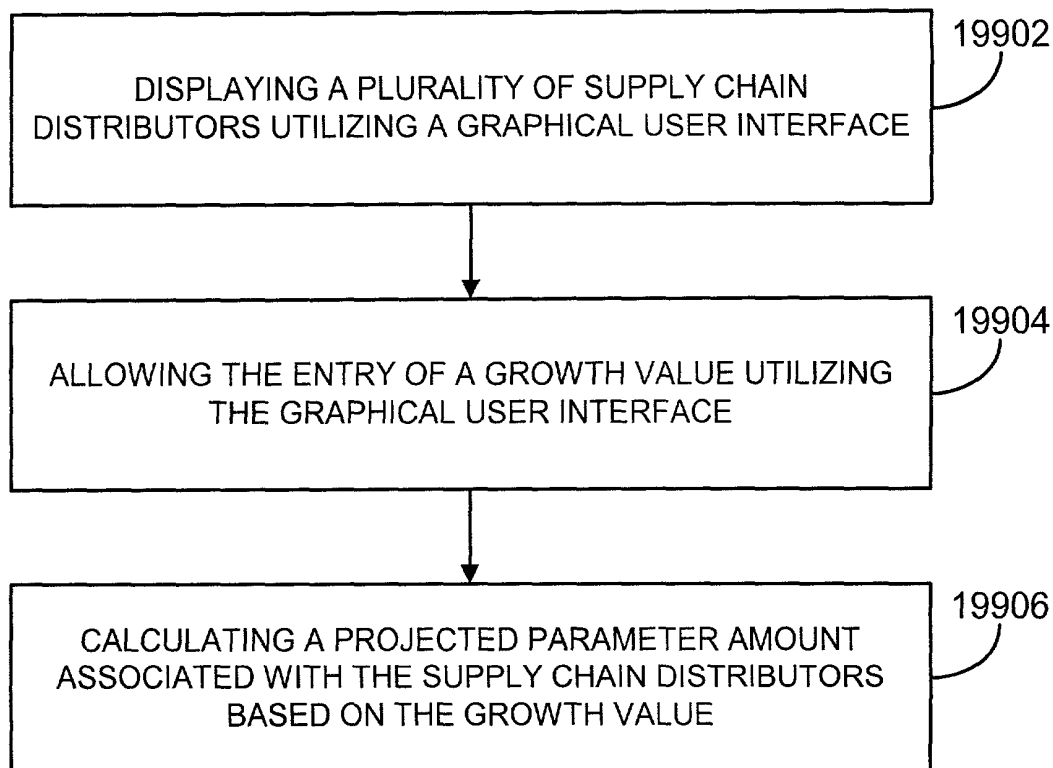


Item	Item Growth %	Usage Period
CHICKEN-PATTY	0.00	

Distribution Center	Previous Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC/Item Growth	Projected Usage
AMER-OMAMA	44,035	166	98.49%	24.12	4.00%	49,205
AMER-PLYMOUTH	32,141	177	100.00%	18.30	5.00%	40,823
AMER-MILWAUK	38,520	188	100.00%	19.02	0.00%	42,909

FIG. 198

19900



**FIG. 199**

20000

Supplier FOB		Address	
CAVENDISH FARMS	Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211

Distribution Center	Lane Restriction		Honor TL Rate
AMERISERVE/POST-ALBUQUERQUE	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE/POST-DENVER	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE/POST-SALT LAKE, UT	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE-OMAHA, NE	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE-PLYMOUTH, MN	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>

20002

FIG. 200

20100

Supplier FOB		Address	
CAVENDISH FARMS	Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211


  

Distribution Center	Lane Restriction	
AMERISERVE/POST-ALBUQUERQUE	<input type="radio"/> Solver	<input checked="" type="radio"/> Required <input type="radio"/> Excluded
AMERISERVE/POST-DENVER	<input checked="" type="radio"/> Solver	<input type="radio"/> Required <input type="radio"/> Excluded

FIG. 201

20200

Invalid Selection



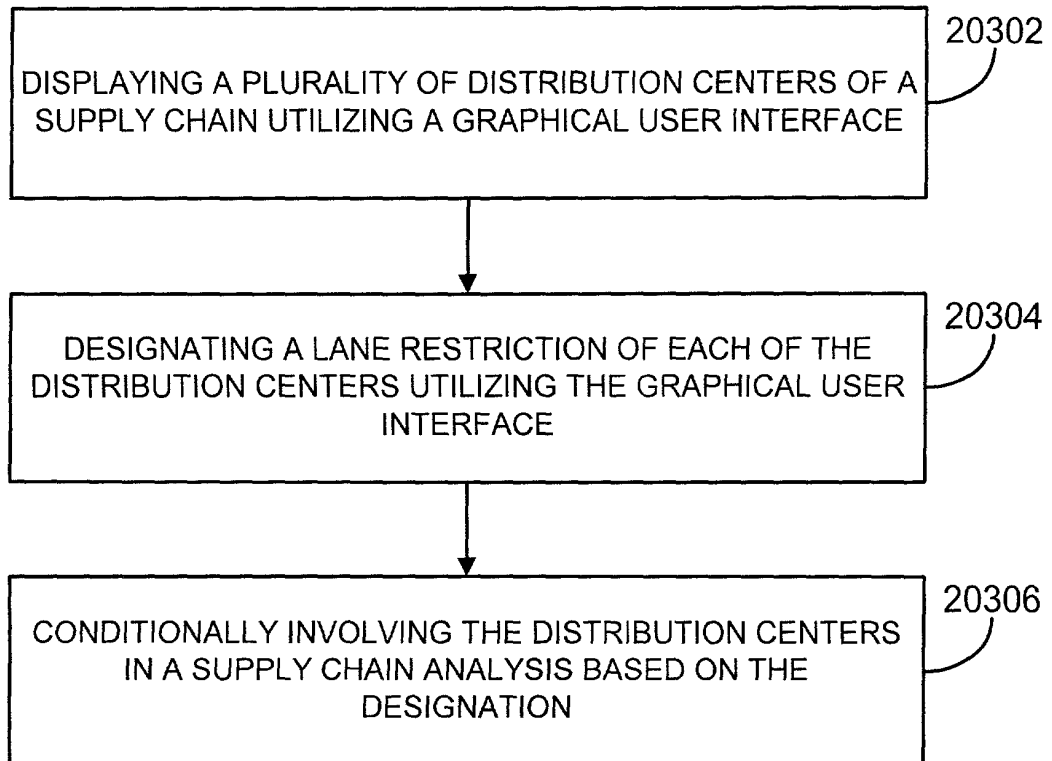
AMERISERVE/POST-ALBUQUERQUE is already required by J.R. SIMPLOT COMPANY-HERMISTON, OR.

OK

FIG. 202



20300



**FIG. 203**

20400

Supplier FOB		Address	
CAVENDISH FARMS	Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211

Distribution Center	Truckload Freight	Lane Distance
AMERISERVEPOST-ALBUQUERQUE	1,617	
AMERISERVEPOST-DENVER	1,277	
AMERISERVEPOST-SALT LAKE, UT	691	

FIG. 204

20500

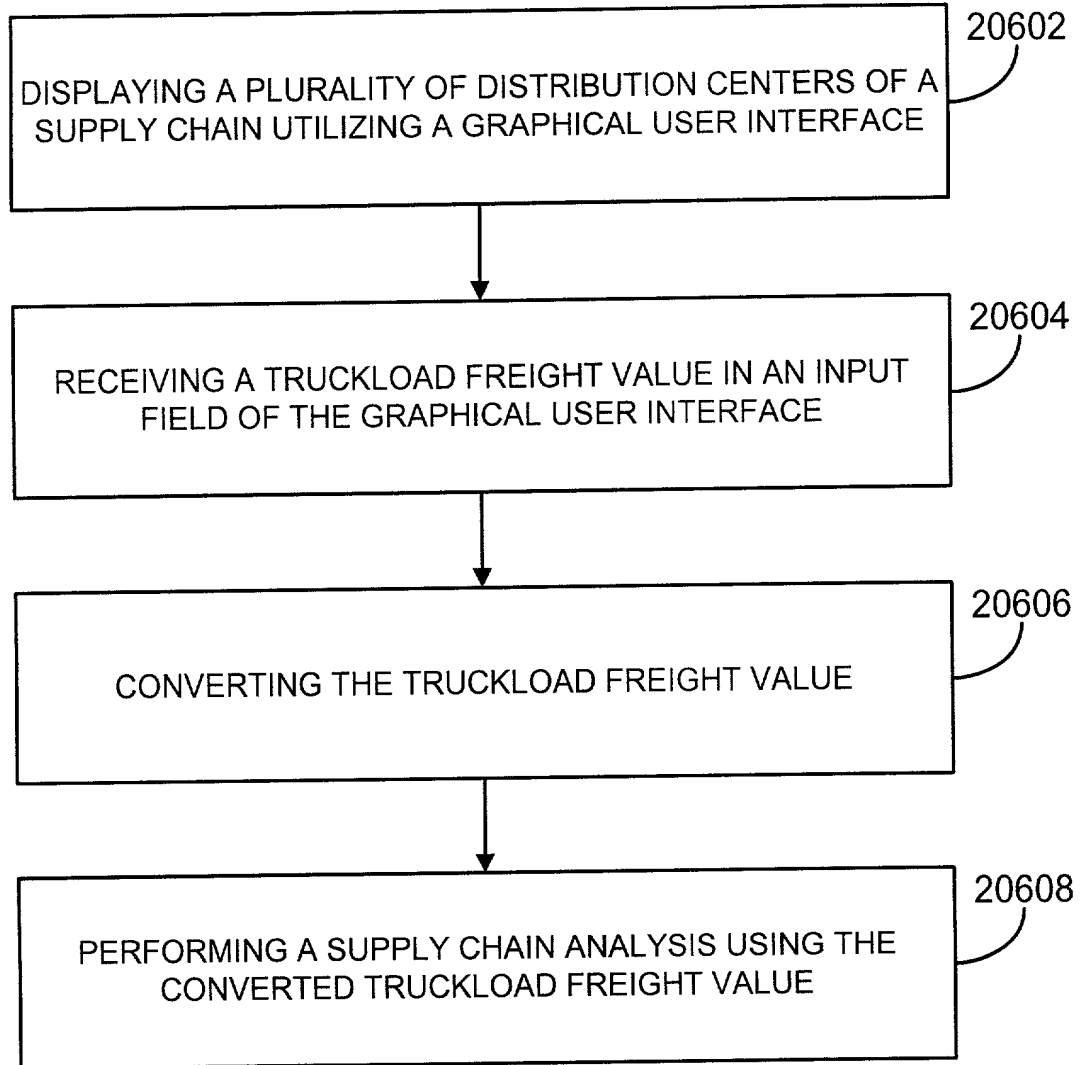
Supplier FOB		Address	
O.K. FOODS-FORT SMITH AR	Fort Smith	AR	72904
TYSON FOODS-GREEN FORREST, AR	Green Forest	AR	72638
TYSON FOODS-RUSSELVILLE AR	Russelville	AR	72801

Distribution Center	Weight	ETL Minimum	0 to 1,000 LBS	1,001 to 5,000 LBS	5,001 to 10,000 LBS	10,001 to 20,000 LBS	20,000 LBS +
PS-ATLANTA	15,000					1.10	
PS-BURLINGTON	15,000	400.00				1.20	

FIG. 205

20600



**FIG. 206**

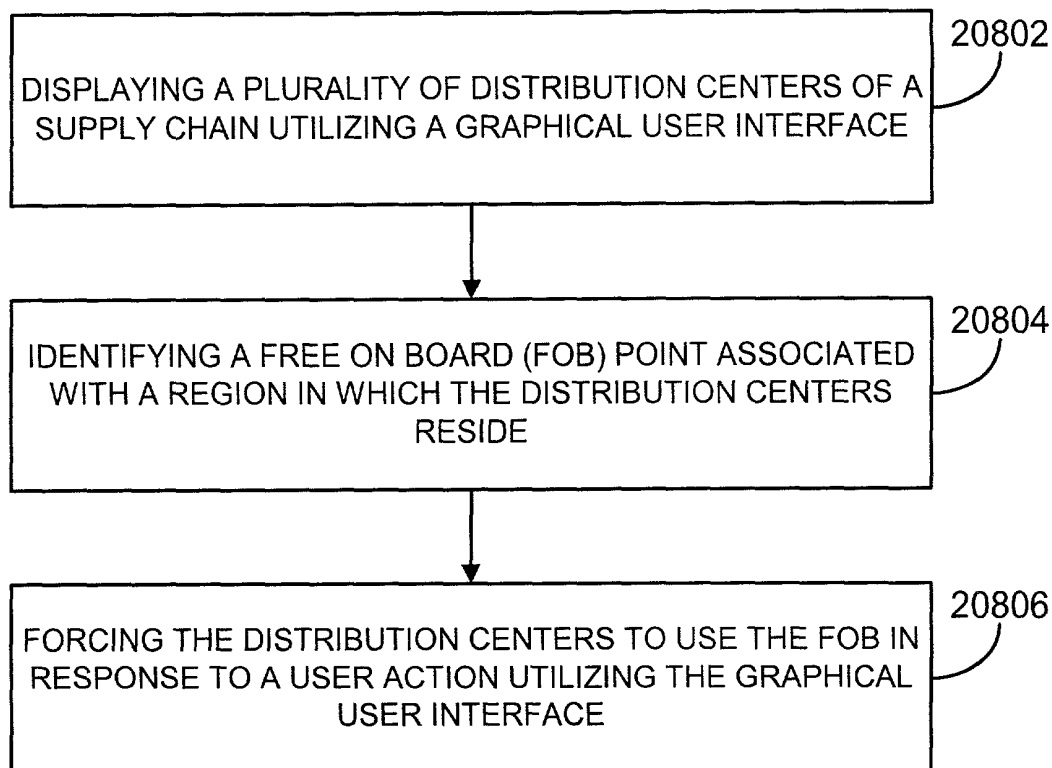
20700



Analysis Region		Force FOB	
MCCABE-PORTLAND/NW-ANCHORAGE		<input checked="" type="radio"/> Yes	<input type="radio"/> No
Distribution Center Name		Site Role	
MCCABE QUALITY FOODS-PORTLAND		Corporate & FOB Point	
RESTAURANTS NW-ANCHORAGE		Corporate & FOB Point	

FIG. 207

20800



**FIG. 208**

20900

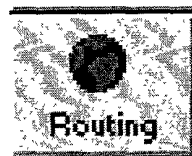


FIG. 209

21000

**Report Selection**

Report Type:

Report Name:

**Report Parameters**

Supplier:

Supplier FOB:

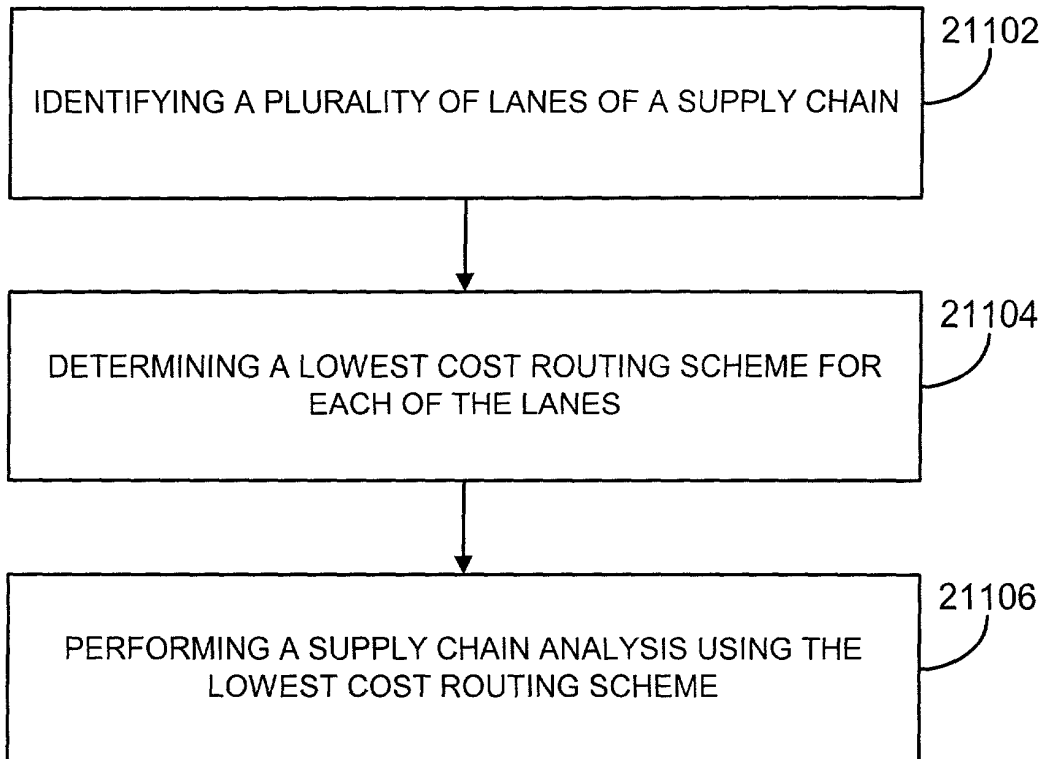
Distribution Center:

Version:

Freight Information Provided	
LTL Routing Grid By Lane	
Routing Results By Lane	
Routing Results By Lane, Item	
Routing Results w/ RDC Breakout By Lane	
Routing Results w/ RDC Breakout By Lane, Item	
TL Freight Variance Analysis	

FIG. 210

21100



**FIG. 211**

21200

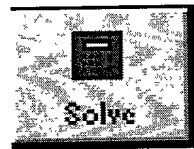


FIG. 212

21300

21302

**Report Selection**

Report Type	Report Name
Awarded Volume	Awarded Volume by Item - Detail
Awarded Volume	
Comparison Reports	
Cost Matrix Preview	
Optimal Product Routing	
Tab Reports	
	ew Capacity & Prices

FIG. 213



21400

Awarded Volume by Item - Detail
Awarded Volume by Item - Detail
Awarded Volume by Item - Freight
Awarded Volume by Item - Summary
Competing DC Freight Analysis by Item
Lane Assignment Matrix
Lane Weighted Average Delivered Cost

FIG. 214

21500

Assigned Volume Percentages (no conversion)
Assigned Volume Percentages (with conversion)
Invoice FOB Detail Comparison (no conversion)
Invoice FOB Detail Comparison (with conversion)
Invoice FOB Savings Comparison (no conversion)
Invoice FOB Savings Comparison (with conversion)

FIG. 215

21600

Report Type:	Report Name:
Comparison Reports	Assigned Volume Percentages (no conversion)

FIG. 216

21700

Report Name:
Assigned Volume Percentages (no conversion)
Assigned Volume Percentages (no conversion)
Assigned Volume Percentages (with conversion)
Invoice FOB Detail Comparison (no conversion)

FIG. 217

21800

Item: HASH BROWNS(ROUND)

Comparison Versions:

- Base version
- With LTL riding with CCF, forced TL
- LTL moving with CCF, no Cavendish

Include Cost Matrices: Yes ☒ No ☐

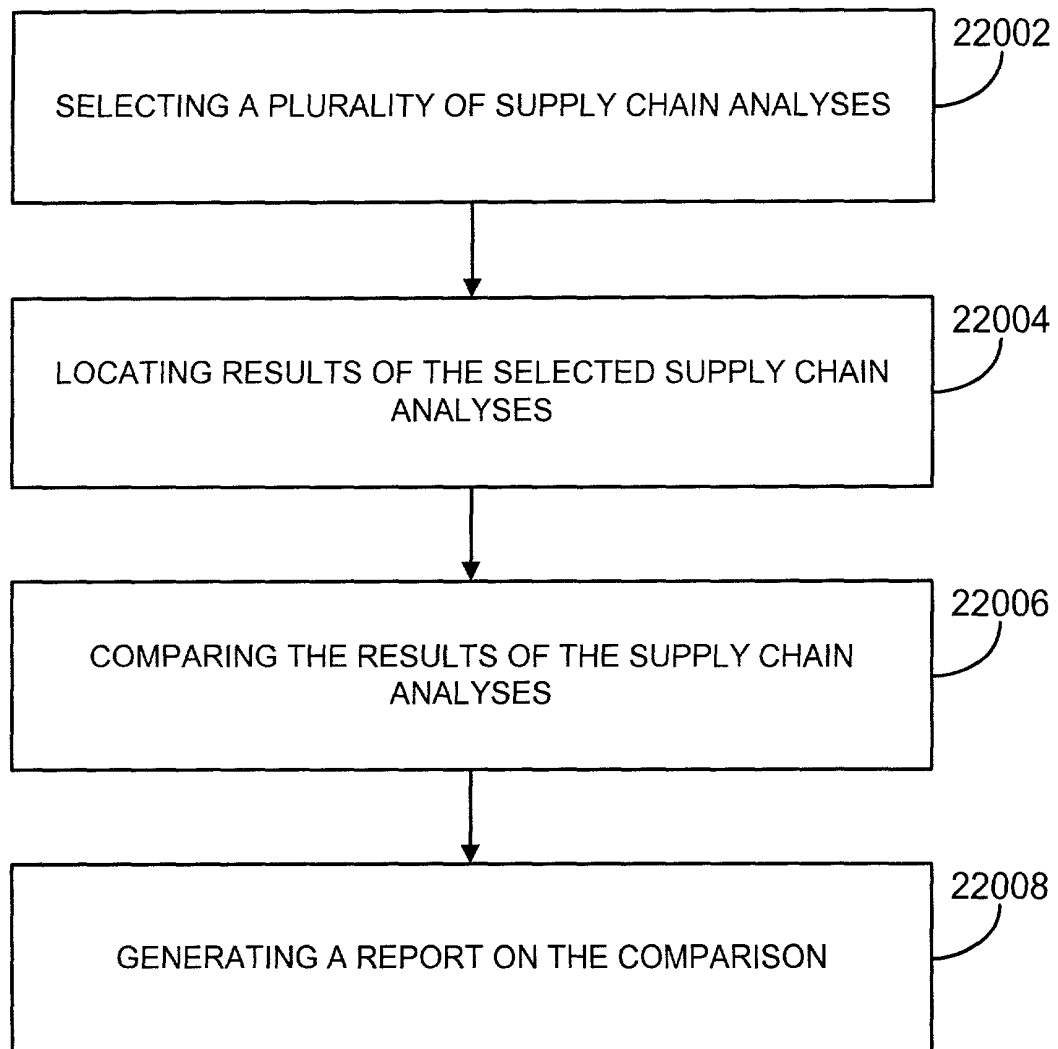
FIG. 218

21900



FIG. 219

22000



**FIG. 220**

22100

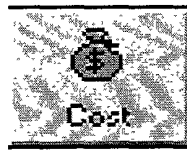


FIG. 221

22200

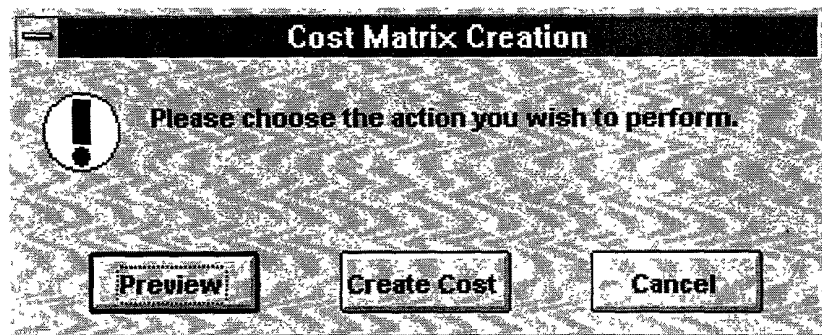
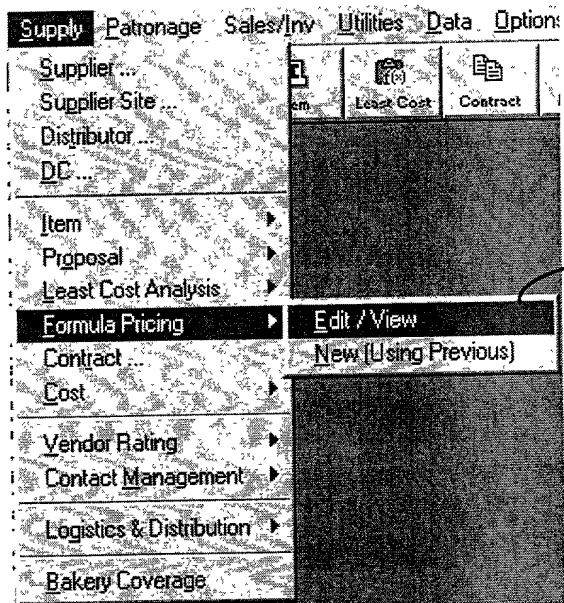


FIG. 222



22300

FIG. 223

22400

**Formula Pricing - BEEF - 77% - 04/06/98**

General Info | Pricing | Freight | Formulas | Block Cost | Adjustments

Pricing ID: 12

Description: Beef Pricing 04/06/01

Item: BEEF - 77%

Raw Material Pricing Date: 04/06/01 From: 03/23/01 To: 04/03/01

Cost Matrix Begin Date: 03/15/01 End Date: 03/28/01

FOB Adjustment Amount: 0.0000

FIG. 224

22500

Formula Pricing - BEEF - 77% - 04/06/98

Date	FRSH DOM 60% TRIM	FRSH DOM 65% TRIM	FRSH DOM 73% TRIM	FRSH DOM 75% TRIM	FRSH DOM 80% LEAN	FRSH DOM 85% LEAN	FRSH DOM 90% LEAN BL	FRSH DOM 90% LEAN	FRSH DOM 90% LEAN YW	FRZN DOM 90% LEAN BL	IMP. AUS 90% LEAN	Lean Fine Txt Beef
03/23/98	0.8800	0.9100	0.9052	0.9300	0.9318	0.9900	0.9900	0.9950	1.0000	0.9500	0.9500	0.7960
03/24/98	0.8800	0.9100	0.9149	0.9400	0.9224	0.9800	1.0000	1.0500	1.1000	0.9400	0.9600	0.8400
03/25/98	0.8800	0.9150	0.8857	0.9100	0.9224	0.9800	1.1000	1.1500	1.2000	0.9500	0.9300	0.9200
03/26/98	0.8850	0.9155	0.8945	0.9190	0.9275	0.9855	1.2000	1.2500	1.3000	0.9600	0.9500	1.0000
03/27/98	0.8900	0.9200	0.9344	0.9600	0.9275	0.9855	1.0000	1.0500	1.1000	0.9550	0.9800	0.8400
03/30/98	0.8800	0.9300	0.9441	0.9700	0.9318	0.9900	0.9995	0.9998	1.0000	0.9870	0.9650	0.7998
03/31/98	0.8860	0.9160	0.9539	0.9800	0.9412	1.0000	1.1000	1.1250	1.1500	0.9550	0.9870	0.9000
04/01/98	0.8700	0.9200	0.9393	0.9650	0.9224	0.9800	1.2000	1.2300	1.2600	0.9630	0.9630	0.8840
04/02/98	0.8500	0.9400	0.9490	0.9750	0.9318	0.9900	1.0000	1.0250	1.0500	0.9540	0.9870	0.8200
04/03/98	0.8515	0.9700	0.9539	0.9800	0.9412	1.0000	1.1000	1.0750	1.0500	0.9580	0.9870	0.8600
	0.8753	0.9247	0.9275	0.9529	0.9300	0.9881	1.0690	1.0950	1.1210	0.9572	0.9658	0.8760

FIG. 225

22600

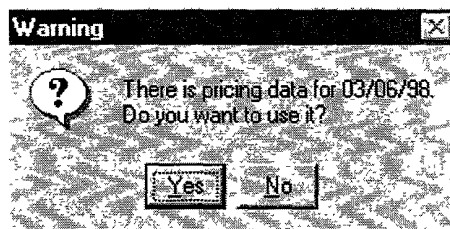


FIG. 226

22700

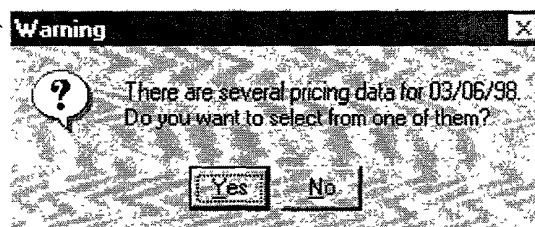


FIG. 227

22800

**Formula Pricing Selection**

Pricing ID	Calc. Date	Description
10	03/08/98	Beef Pricing 3/8/98
11	03/23/98	Beef Pricing 3/23/98

OK Cancel

FIG. 228

22900

**Formula Pricing - BEEF - 77% - 04/06/98**

General Info | Pricing | Freight | Formulas | Block Cost | Adjustments

Supplier FOB	Address
AMERICAN FOOD SERVICE	King of Prussia, PA 19406
DIVERSITY FOOD PROCESSING-VIRGINIA	Petersburg, VA 23805
GOOD SERVINGS PRODUCTS-NH	Manchester, NH 03108

Material Type	Freight Amt
Fresh Domestic 50% Trim	0.0450
Fresh Domestic 65% Trim	0.0000
Fresh Domestic 73% Trim	0.0000
Fresh Domestic 75% Trim	0.0000
Fresh Domestic 80% Lean	0.0000
Fresh Domestic 85% Lean	0.0000
Fresh Domestic 90% Lean	0.0400
Fresh Domestic 90% Lean-Blue	0.0000
Fresh Domestic 90% Lean-Yellow	0.0000
Frozen Domestic 90% Lean	0.0000
Imported Australia 90% Lean	0.0150

FIG. 229

23000

Formula Pricing - BEEF - 77% - 04/06/98																			
General Info		Pricing		Freight		Formulas		Block Cost		Adjustments									
Formula	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Total		
AFS-1	0.3120	0.2871										0.1880	0.2134	0.4000	0.3924	0.1000	0.0911	0.9848	
DIV-1	0.1400	0.1295	0.2000	0.1949	0.1400	0.1368						0.2000	0.2190	0.3200	0.3139			0.9941	
GS-1	0.3270	0.3042										0.1730	0.1972	0.3600	0.3549	0.1400	0.1303	0.9866	
S&C-1	0.2414	0.2200					0.2179	0.2026	0.2179	0.2153	0.2179	0.2386				0.1050	0.0958	0.9721	
SER-1	0.3250	0.2926										0.1750	0.1951	0.3650	0.3574	0.1350	0.1236	0.9684	
TEX-1	0.3090	0.2766										0.3410	0.3802	0.2500	0.2452	0.1000	0.0896	0.9916	
WHI-1	0.3250	0.2958										0.1750	0.1969	0.3650	0.3608	0.1350	0.1230	0.9765	
WIS-1	0.3325	0.2977										0.4675	0.5165	0.1000	0.0986	0.1000	0.0890	1.0018	

FIG. 230

23100

Formula Pricing - BEEF - 77% - 04/06/98						
General Info		Pricing	Freight	Formulas	Block Cost	Adjustments
Formula	Raw Material Cost	Yield	Block Cost	Margin	FOB Price	Include?
AFS-1	0.9840	0.99	\$0.9990	0.1232	\$1.1222	<input checked="" type="checkbox"/>
DIV-1	0.9941	0.98	\$1.0123	0.1669	\$1.1792	<input checked="" type="checkbox"/>
GS-1	0.9866	0.98	\$1.0037	0.1287	\$1.1324	<input checked="" type="checkbox"/>
S&C-1	0.9721	1.00	\$0.9721	0.1457	\$1.1178	<input checked="" type="checkbox"/>
SER-1	0.9684	0.99	\$0.9831	0.1325	\$1.1156	<input checked="" type="checkbox"/>
TEX-1	0.9916	0.99	\$1.0067	0.1232	\$1.1299	<input checked="" type="checkbox"/>
WHI-1	0.9765	0.98	\$0.9939	0.1275	\$1.1214	<input checked="" type="checkbox"/>
WIS-1	1.0018	0.98	\$1.0202	0.1334	\$1.1536	<input checked="" type="checkbox"/>

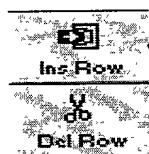
FIG. 231



23200

Formula Pricing - BEEF - 77% - 04/06/98						
General Info   Pricing   Freight   Formulas   Block Cost   Adjustments						
Formula	Raw Cost	Yield	FOB Price	Margin	Adjustments	Adj. FOB Price
AFS-1	0.9840	0.9850	0.9990	0.1232	0.0000	1.1222
DIV-1	0.9941	0.9820	1.0123	0.1669	0.1500	1.3292
GS-1	0.9868	0.9830	1.0037	0.1287	0.0000	1.1324
S&C-1	0.9721	1.0000	0.9721	0.1457	0.0000	1.1178
SER-1	0.9684	0.9850	0.9831	0.1325	0.0000	1.1156
TEX-1	0.9916	0.9850	1.0067	0.1232	0.0000	1.1299
Amount		Adjustment Desc				
0.1500		Upcharge				

FIG. 232



23300

23302

FIG. 233

23400



FIG. 234

23500

Formula Maintenance			
Formula ID	Facility	Description	Short Name
5	AMERICAN FOOD SERVICE	American Food Service Formula A	AFS-1
7	DIVERSITY FOOD PROCESSING - VIRGINIA	DIV Formula - 1b	DIV-1
8	GOOD SERVINGS PRODUCTS - NH	Good Servings Formula 1	GS-1
Number of Rows: 14			
Material Type		Begin Date	Percentage
Fresh Domestic 50% Trim		10/03/1997	31.2000%
Fresh Domestic 73% Trim		10/01/1996	20.0000%
Fresh Domestic 85% Lean		10/01/1997	5.0000%
Fresh Domestic 90% Lean		10/01/1997	18.8000%
Number of Rows: 6		100.0000%	

FIG. 235

Supply	Patronage	Sales/Inv	Utilities	Window	Help
Supplier ...					
Supplier Site ...					
Distributor ...					
DC ...					
Item					
Proposal					
Least Cost Analysis					
Formula Pricing					
Contract					
Cost					
Vendor Rating					
Contact Management					
Logistics & Distribution					
Bakery Coverage					

23600

FIG. 236